

# CHEMIST & DRUGGIST

the weekly for pharmacy

*Wish you  
were here!*



Don't let your customers go off on holiday without Acriflex. It's invaluable for minor mishaps like this—and more serious ones too. Acriflex soothes, cools, and encourages rapid healing. Recommend it with confidence for burns, scalds, cuts, grazes, insect bites, skin infections, and severe sunburn.

Holidays are happier with Acriflex handy!  
**Make sure Acriflex is well displayed during the summer months where your customers will see it easily.**

**Drugs: 'bent' pharmacists allegation**

**Council's leadership criticised**

**Firm stand on notional salary**

**Granulation: the modern approach**

**Steetley-Berk agreement**

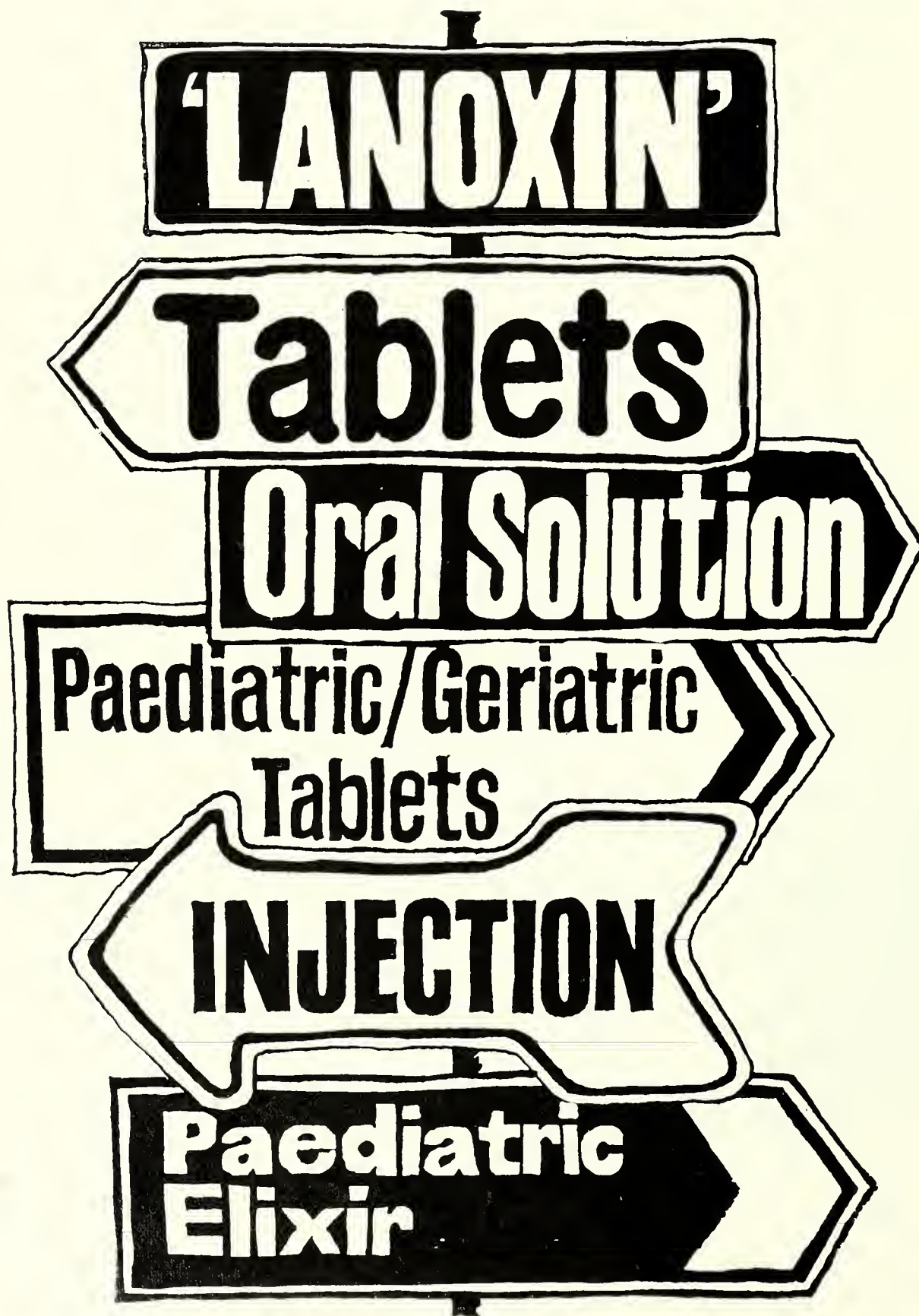


Manufactured in England by Allen & Hanburys Ltd London E2




# 'Lanoxin': whenever digitalis therapy is indicated

Whatever the contingency there is a 'Lanoxin' preparation to meet it. Quality control throughout manufacture ensures pure, precise doses of digoxin in all presentations. 'Lanoxin' Digoxin brand



Full information is available on request

 **Wellcome** Burroughs Wellcome & Co. (The Wellcome Foundation Ltd) Dartford, Kent

# CHEMIST & DRUGGIST

111th year of publication Vol. 194 No. 4715

The newsweekly for pharmacy

## CONTENTS

|   |    |
|---|----|
| Notional salary claim is a 'minimum'  | 5  |
| Amphetamines: Doctors stop prescribing  | 5  |
| Contamination of eye drops is challenged  | 6  |
| Narcotic estimates for 1970   | 6  |
| 'Drug danger from bent pharmacists is increasing'   | 9  |
| The Xrayser column: Original pack dispensing  | 10 |
| Beecham Group's progress overseas   | 11 |
| Steetley-Berk agreement   | 11 |
| Comment <input type="checkbox"/> A challenging week<br><input type="checkbox"/> Turning the century | 19 |
| Granulation: The modern approach  | 20 |
| A 'lack of leadership' by Society's Council   | 25 |
| Remuneration discussions under way  | 25 |

|                      |    |                           |    |
|----------------------|----|---------------------------|----|
| Appointments         | 11 | On Television Next Week   | 14 |
| Bonus Offers         | 14 | People                    | 10 |
| Company News         | 11 | Prescription Specialities | 13 |
| Deaths               | 10 | Professional News         | 25 |
| Irish News           | 9  | Promotions                | 14 |
| Letters              | 23 | Sport                     | 19 |
| Market News          | 25 | Trade News                | 14 |
| New Products         | 12 | Ulster Report             | 9  |
| Index to Advertisers | 30 | Classified advertisements | 28 |

Editor Arthur Wright, MPS, DBA

Deputy Editor R. E. Salmon, MPS

Markets Editor W. S. Bowman, MPS,  
MIPharmM

News Editor Stephen Hatcher

Technical Editor R. Baxter, BPharm, MPS

Information Services I. H. Cotgrove

Price List D. J. Davis

Art Editor Peter Hewitt

Design Ian Stuart

Deputy Publisher and Advertisement  
Manager Leslie Davies

Advertisement Executives

J. Foster-Firth, MPS

D. P. Peevers

E. L. Sheard, 32 Wynford Rise, West Park,  
Leeds LS16 6HX (Leeds 67-8438)E. A. Craig, 8 Merrylee Road, Newlands,  
Glasgow S 3 (Merrylee 6356)

Classified Advertisements Carole Lowe

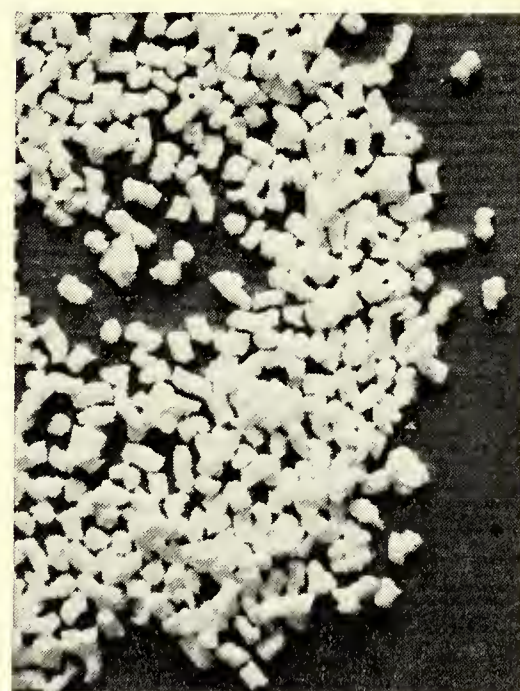
Production K. Harman

Subscription Manager A. A. Golding  
01-777 8271

Publisher Donald Gaffney, MInstM

Published every Saturday by Morgan-  
Grampian (Publishers) Ltd, 12 Dyott Street,  
London WC 1. 1DA (01-240 0855)Subscription Department Summit House,  
Glebe Way, West Wickham, Kent. (01-777  
8271)Home and Overseas £6 pa; 5s per copy  
(including postage)

Contents ©

Member Audit Bureau  
of Circulations

Modern methods of granulation are discussed in a C&D special feature this week (page 20)



# Proprietary Medicine Manufacturers

by  
fighting  
the Case for the retention of  
Resale Price Maintenance on medicinal products  
have shown their concern  
for the best interests of  
THE PUBLIC and RETAIL PHARMACY.

Now that The Restrictive Practices Court  
has ruled unequivocally that

## Resale Price Maintenance on Medicaments Is in The Public Interest

### Retail Pharmacy

trusts that ALL MANUFACTURERS will make full use  
of this endorsement of the principles of R.P.M. and  
in its turn extends to manufacturers the same wholehearted  
assistance (as it did in giving evidence during  
the case) in ensuring that effective steps are taken to

### Maintain Fair Prices

|                               |          |
|-------------------------------|----------|
| WELLCOME INSTITUTE<br>LIBRARY |          |
| Coll.                         | WelMOMec |
| Coll.                         |          |
| No.                           |          |
|                               |          |
|                               |          |
|                               |          |

Issued by the National Pharmaceutical Union



# Notional salary claim is a 'minimum'

The claim for an average "notional" salary for proprietor pharmacists of £3,117, lodged with the Department of Health in May, is to be regarded as an "absolute minimum."

The figure is already an increase of 30 per cent over that for 1969, but the Central NHS (Chemist Contractors) Committee has decided to make it a "minimum" after considering the developments which have followed the report of the Review Body on Doctors' and Dentists' Remuneration.

Members of the committee, at the June meeting, referred to the erosion of the value of money and the need to take account of this when projecting estimates. It was agreed that in negotiations it should be made clear that the figure of £3,117 refers to 1970 only and that an increased claim will be made in respect of 1971.

Further report of the meeting, page 25.

## Pharmacies hit in Belfast riots

Last weekend's rioting in Belfast led to the complete destruction by fire of the pharmacy of T. N. Moffitt Ltd, 291-293 Crumlin Road.

It is understood that the premises above the shop—not associated with the pharmacy—had been used as a political headquarters during the recent election.

Another pharmacy to suffer was that of Mr C. Williamson, 260 Springfield Road. Here a shopfront was wrecked during demonstrations associated with a procession that passed close by, but the premises were open for business on Tuesday.

## Glaxo plans in Latin America

The Glaxo Group plan to expand their activities in the Latin American markets. Glaxo, who already have factories in Argentina, Colombia, Mexico and Venezuela, are to build a further two plants to come into operation during 1971.

The first of the new factories to be completed will be located in El Salvador to meet the requirement of the Central American common market.

## Amphetamines: Doctors stop prescribing

The annual representative meeting of the British Medical Association has approved a voluntary ban on the prescribing of amphetamines except where they are clinically necessary.

The motion was moved by East Suffolk division and was attempting to extend to a national level the successful voluntary ban imposed in Ipswich (see *C&D* April 4, page 463).

The Ipswich scheme had resulted from co-operation between local doctors and pharmacists and has achieved its object of reducing the stocks of amphetamines held in pharmacies.

Dr F. Wells told the meeting that since the ban began last November, no case of amphetamine addiction had been reported in the area and there was no evidence of an increase in other types of abuse.

## New suture from Cyanamid

A new suture made from polyglycolic acid is claimed by cyanamid to be a major innovation in surgical materials. It is completely absorbed in the body at a predictable and uniform rate, retains its tensile strength over the crucial wound-healing period, and causes no adverse tissue reaction.

Accordingly, it reduces substantially the risk of scarring. To reduce such disfigurement, many surgeons currently limit the size of an incision. This so called "key-hole surgery" has its disadvantages since it may render thorough investigation more difficult.

With Dexon, the trade name for the product, surgeons will be able to make larger incisions without so much risk of excessive scarring.



Mr Michael Alison (above) and Mr Paul Dean have been appointed Parliamentary under-secretaries to the Department of Health and Social Security



## The new under-secretaries

Former Opposition front bench spokesmen on economic affairs and social security — Mr Michael J. H. Alison and Mr Paul Dean — are the new under-secretaries of state to the Department of Health and Social Security.

Mr Alison, who is 44, was appointed a Treasury and economic affairs spokesman last year. He has a specialised knowledge of financial matters, and was at one time with Lazard Bros, the merchant bankers.

He joined the Conservative Research Department, in the foreign affairs section, in 1956.

Mr Dean is 46 and, like Mr Alison, became a front bench spokesman last year—his area being social security.

Prior to that he was vice-chairman of the Conservative Parliamentary Health and Social Security Committee. In 1967 he visited Australia and in 1968 the United States to study their health services.

## Drug offences: Police await custody rules

It is hoped that the making of regulations imposing requirements in respect of the safe custody of drugs will not now be long delayed, says HM Chief Inspector of Constabulary, in his report for 1969.

The report says that pilferage and theft are probably the main sources of illicit amphetamines and many police forces have reported increases in the number of pharmacy breakings. The year saw a doubling of the numbers of prosecutions under the Drugs (Prevention of Misuse) Act 1964:

|      | Prosecutions | Convictions |
|------|--------------|-------------|
| 1966 | 1,286        | 1,216       |
| 1967 | 1,781        | 1,650       |
| 1968 | 1,732        | 1,627       |
| 1969 | 4,070        | 3,762       |

The number of known addicts increased less than in recent years — by 99, against 1,053 between the two preceding years. However, it is suggested that this may not indicate a reduction in the trend, but may reflect an unusually high number coming to notice in 1968 as a result of the Dangerous Drugs (Notification of Addicts) and the Dangerous Drugs (Supply to Addicts) Regulations.

The increase in offences involving drugs other than Prevention of Misuse drugs is shown in the following table:

|      | Prosecutions | Convictions |
|------|--------------|-------------|
| 1965 | 834          | 767         |
| 1966 | 1,513        | 1,397       |
| 1967 | 3,190        | 3,024       |
| 1968 | 4,836        | 4,243       |
| 1969 | 6,816        | 6,095       |

The report says there is further evidence of growing professionalism on the part of traffickers. Despite the restrictions on the supply of heroin, however, there has been no evidence of organised trafficking from abroad.

Clandestine laboratories for the manufacture of LSD have been found in Britain, and the drug is available in the form of tablets and capsules of various colours, originating in the United States.

The report also refers to the "fashion" for injection intravenously of any substance as a substitute for heroin. "This illustrates how as one drug becomes less available others will take its place, and that success in dealing with the drugs problem must be measured as a whole."

Report of Her Majesty's Chief Inspector of Constabulary for the year 1969. HM Stationery Office, price 11s.



# Contamination of eye drops is challenged

Only a small percentage of eye drops become infected during use by patients, a survey by workers in the pharmacy department at Nottingham University has shown.

Dr W. B. Hugo and Mr J. V. Wilson investigated the extent of bacterial contamination in bottles of eye drops returned by out-patients to the pharmacy at Nottingham Eye Hospital. Out of 329 bottles examined, only eight were actually found to be contaminated with bacteria.

The bottles had been in the possession of outpatients for periods ranging from one week to 18 months, but the contaminated bottles had all been with the patient for at least 11 weeks.

Mr Wilson, who is deputy chief pharmacist at the Eye Hospital, told the *C&D* that the contamination was of a type that would result from a failure of patient hygiene rather than a breakdown of the preservatives. Both he and Dr Hugo had expected a much higher rate of contamination and believe that the findings confirm the soundness of the British Pharmaceutical Codex formulations.

The BPC 1968 recommends that eye drops issued to a patient should not be used for more than two weeks after first opening the container. A recent memorandum (HM (69) 86) suggests that eye drops used in a hospital ward should not be used for more than one patient, and should be discarded one week after opening.

## Reducing risk

"These recommendations are evidently designed to reduce the risk of bacterial contamination of the drops, and so help to prevent infection of, possibly already damaged, eyes. We have, however, found nothing in the literature to suggest that any work has been done to assess the chances of a particular bottle of eye-drops becoming infected during use," said Mr. Wilson.

It is hoped that the results of the survey will shortly be published elsewhere. In the meantime, further information may be obtained from Mr Wilson at the University department (University Park, Nottingham NG7 2RD).

## Estimates for narcotics

The estimated narcotic requirements of the United Kingdom during 1970 are as follows. (The quantities are in kilos except where otherwise stated):

Alphamethadol 1g, anileridine 100g, cannabis 55, cannabis resin 50g, cocaine 122, codeine 13850, dextromoramide 30, diethylthiambutene 11, dihydrocodeine 1505, dimethylmorphine 500g, diphenoxylate 130.3, dipipanone 70, ethylmorphine 206, etorphine 120g, etorphine 3-methyl ether 1, fentanyl 50g, heroin 80, hydrocodone 5, hydromorphone 150g, isomethadone 2g, levorphanol 2, methadone 45, methadone intermediate 120, morphine 22,522, opium 229,700, oxycodone 8, pethidine 1,000, pethidine intermediate A 4250, pethidine intermediate B 100g, pethidine intermediate C 100, phenazocine 4, phenoperidine 400g, pholcodine 990, thebacon 20g and thebaine 355.

## Metrication conference

"Metrication in the pharmaceutical industry" is one of the subjects to be discussed at a two-day conference entitled: "Metrication, the key to package rationalisation and profit," organised by the Institute of Packaging, to be held at the Grand Hotel, Eastbourne, on September 30 and October 1.

Mr H. T. File, chief engineer, Nicholas Products Ltd, will deliver a paper on the implications of metrication in the cosmetics and toiletries industry. Five main topic heads for discussion have been listed. They are: Packaged quantities; primary packaging materials; unit packages, transit packages; conversion from the engineering standpoint; and training in metrication.

Conference fee is £17 for members, £25 non-members. Registration forms may be obtained from the secretary of the Institute at Malcolm House, Empire Way, Wembley, Middx.



Exports from Burroughs Wellcome, Dartford, have increased in the past nine months by 56 per cent. About 60 per cent of the total production at Dartford goes overseas. The figures were given by Dr Fred Wrigley, deputy chairman of the Wellcome Foundation, at the presentation at the Wellcome Chemical Works on June 29 of the Queen's Award to Industry. The longest serving worker at Dartford, Mr William Baxter, is seen here after receiving the award and certificate from Lord Cornwallis, Lord Lieutenant of Kent, on behalf of the Wellcome Foundation Ltd. Dr Wrigley is on the right.



The Lord Lieutenant of the County of Chester, Viscount Leverhulme, is seen here presenting the 1970 Queen's Award to Industry, won by ICI Pharmaceuticals Division, to the division Chairman, Mr R. G. Hoare, FPS (right). The presentation took place at the Division's headquarters at Alderley Park, Macclesfield, Cheshire, last week, and was attended by representatives of all departments.

## US direction on the 'pill'

The United States Food and Drug Administration has published a regulation directing that oral contraceptive patients be given information about the "pill" both by a package insert attached to each container and by a brochure to be distributed by the patient's own physician.

The regulation will require that in addition to the short statement accompanying each oral contraceptive package there will be printed a full dis-

cussion of the uses and dangers of the pill, that it will be furnished by the manufacturers to physicians and that the patient be informed about the availability of this information.

The insert for each prescription is to point out to the patient that the "pill" can cause side effects to some users, should not be used at all by some women, and that the most serious known side effect is abnormal blood clotting which can be fatal.

The brochure must include 12 specific kinds of information in the form of statements and warnings.



# *Special Summer Offer!* **NEW: Introductory Size** **'Je Reviens' Eau de Cologne at 19/-**



Here's a special 1 fl. oz. Introductory Size of Worth's famous 'Je Reviens' Eau de Cologne especially produced to invigorate summer sales—and to retail at 19/-.

Available for immediate delivery in minimum orders of 1 dozen bottles in the eye-catching Counter Display Pack as illustrated.

This Special Offer is limited to availability of stock so please order NOW to avoid disappointment.

Worth Perfumes Ltd., 160 Thames Road, London W.4.  
01-994 2372-5

LES PARFUMS  
**WORTH**  
THE ESSENCE OF FEMININE ELEGANCE

## ORDER FORM

To: Worth Perfumes Ltd., 160 Thames Rd., London W.4.

Please supply ..... Counter Display Packs  
(containing 1 doz. ref.C103)

NAME .....

ADDRESS .....

.....

.....



# Hey, who's supporting who around here?

A girl likes to look her best. Even if she does have varicose veins.

And Lastolita foundation stockings can help. Lastolita do much the same job as other good lightweight elastic yarn stockings conforming to specifications. Yet they look more like fashion stockings. Women know the Lastolita message well. And our national advertising programme will continue to tell them. So when you stock Lastolita, you can be sure of the demand. A demand that will be well matched by our quick, reliable delivery service. And we give you exceptional trade terms for quantities of six or more pairs. Plus a no quibble guarantee.

You give your customers all the support they need. And we do the same for you with our newly designed space-saving display aids. For further details have a word with your Lastonet representative or contact the address below.



**Postage still FREE  
on all orders**

**Lastolita**

*The good looking foundation stocking.*  
Lastonet Products Ltd., Redruth, Cornwall.



# 'Drug danger from bent pharmacists is increasing'

There is a growing pressure on employees of firms handling drugs to steal them for sale, according to Mr C. G. Jeffery, HM Chief Inspector, Home Office Drugs Branch.

Addressing a Police Federation conference at Kenilworth on Sunday, he said there was a demand for drugs of the amphetamine type, and there was a growing pressure to steal them, because the financial returns were tempting.

With the increasing temptation, there was a growing number of "bent" pharmacists. Large quantities of drugs got on to the illicit market through inadequate supervision in the trade.

The cost of adequate security precautions by drug firms was much greater than the cost of pilfering or even large-scale theft, said the Chief Inspector. That was why it was essential to impose statutory safety precautions.

A major task was to try to persuade the police to get away from the comparatively easy task of picking up and prosecuting the young drug user, to the more difficult but much more important work of trying to identify the sources of supply and eliminating them.

A colleague of the Chief Inspector told the *C&D* on Tuesday that the intention had not been to give the impression that the number of "bent" pharmacists was large, but that a trend had nevertheless been noted.

A few years ago, it was extremely rare to find a pharmacist illegally supplying controlled preparations, but recently there had been some, albeit a small number, involved in legal and other proceedings.

## Indian minister's warning on drugs

If drug manufacturers in India create artificial scarcity, the Government will take powers to make them produce to their licensed capacity and regulate distribution.

The Union Minister for Petroleum and Chemicals, Dr Triguna Sen, added, at a recent Press conference, that the Government would soon issue an amended Drug Prices Control Order. It would make a few changes to the recent Order

and lay down a formula for other drugs to meet the objections raised by some manufacturers.

Dr Sen hoped that the drug industry would fall in line with the Order. However, if it "misbehaved," the Government would have to take steps to ensure production and smooth distribution.

The Minister said that most of the drug manufacturers had accepted the alternative scheme of fixing prices within the limit of 15 per cent profit on the gross turnover.

To help industry step up its production, the Health Ministry had already asked its hospitals and the State Governments to stock more medicines "used by the common man."

## Ulster report

### UCA Associates seek new wage base

The Associates' Section of the Ulster Chemists' Association have put in a claim to the Executive for increased minimum wages and salaries for all employees.

A letter from the Associates enclosing a suggested new scale of minima was read at the June meeting of the Executive.

On the proposal of Mr H. W. Gamble, seconded by Mr W. H. Boyd, the matter was referred to the Joint Council representatives.

Mr G. H. Armstrong, convener, reported that the house committee and the trustees, after considering a financial report from the treasurer, Mr M. C. Mooney, had decided to recommend acceptance of the new terms offered by the Pharmaceutical Society of Northern Ireland for a new lease of the offices.

The committee also recommended that the offices be redecorated, an adding machine be purchased for the office and the membership subscription remain at the present rate for



A party of students in public health and hygiene from the London School of Hygiene and Tropical Medicine visited the Cooper Technical Bureau at Berkhamsted recently. Members of the party are seen here inspecting a mechanical mist generator for dispersing insecticide at the Equipment Section

another year. After some discussion the Executive agreed to accept the house committee's recommendations.

Mr Armstrong reported on a meeting with the Dungannon Branch the first to be held for some years at which the president had given a great deal of information on the health centre situation.

Mr W. E. Cooper reported on a meeting with Ballynahinch chemists to discuss entry into a proposed health centre in the town. It had been obvious that the chemists had studied the problem thoroughly and had almost reached a decision. It was now understood that they had decided not to participate, one of the reasons being the absence of some form of limitation of contract.

A letter from the East Belfast Branch requested the Committee to discuss the possibility of setting up a pension scheme for UCA members with an insurance company and also the possibility of negotiating with the Government to set up a superannuation scheme. Mr Boyd said that the idea of a pension scheme had been investigated some years ago but nothing had been achieved. Mr T. I. O'Rourke suggested that the Chemists' Mutual Insurance Co. could probably provide the best scheme. After further discussion the National Pharmaceutical Union representative was asked to find out if the N.P.U. could provide the East Belfast Branch with guidance. The Committee decided to refer the superannuation scheme to the Local Pharmaceutical Committee as being the proper body.

## Irish news

### To name the spokesman

The pharmacist to represent the profession's interests on the Eastern Area Health Board under the proposed new Health services scheme will be selected at a meeting of pharmacists from Dublin, Wicklow and Kildare in the Intercontinental hotel, Dublin, on July 6.

The progress made on the discussions between members of the joint health services negotiating committee and officials of the Department of Health, will also be outlined at the meeting.

### New owners are all women

Three pharmacies that recently changed hands have all been acquired by women. Mrs Helen Grimes has taken over the pharmacy of Mr Fergus Flanagan in Kimmage Road, Dublin, Mrs Kathleen Keaveny now operates Purcells' pharmacy, Trees Road, Mount Merrion, Dublin and Mrs J. N. Hill has acquired Nolans' pharmacy in Kilmacthomas, co Waterford.

### Congress theme

Theme for the 1970 Irish Pharmaceutical Congress being held in Sligo, October 11-14 inclusive is "The Pharmaceutical profession and its role in Community Health." The Congress is the first booked into the recently-opened Jury's Hotel in Sligo.



## PEOPLE

**Mr John H. Wood FPS** retired at the end of June after completing 42 years' service in hospital pharmacy, 36 years being at the Royal Marsden Hospital, first as chief and then as group pharmacist.

**Dr R. S. F. Hennessey**, retired recently as assistant research director of the Wellcome Foundation Ltd after 14 years' service. He joined the company in November 1955 as head of the Wellcome Research Laboratories at Beckenham. In June 1958 he was appointed head of the newly-formed therapeutic research division.

Dr D. W. Adamson, group research and development director, paid tribute to Dr Hennessey's service at a presentation in the board room of the Wellcome Building.

**Mr Kenneth Edwards MPS** retired on June 25 after completing more than 36 years' service with Glaxo Laboratories Ltd the last 23 of them as an area sales manager. He served his apprenticeship at Caerphilly, Wales, and qualified at the Welsh National School of Pharmacy in 1931.

He took over executive responsibility for the Midlands, Wales, and South-west England in 1947, and was appointed manager of the newly-created South-western area, in September 1968.

**Mr Hugh Lattimer** who has been in the drug and chemical trade for 73 years has been forced to retire following the amputation of a leg.

Mr Lattimer began his career as a junior clerk with Henry A. Thompson & Son and was retained by Willows Francis & Batler when they took over the firm 18 months later.

He started up on his own account when he took over A. J. Rippin after the 1914-18 war, later trading under his own name.

A profile of Mr Lattimer appeared in the *C&D* two years ago (June 15, 1968, page 543).

**Mr A. Fraser McIntosh** (Rentokil Group Ltd) has been elected president of the British Pest Control Association.

## Deaths

**Perry:** Recently, Mr Ernest Henry Perry, aged 65. He was for 35 years manager of the shop in London Road, Leicester, of Walter Rowe Ltd, and 15 years ago became manager of S. H. Clayton Ltd, at 258 Humberstone Road. A past chairman of the Leicester branch of the Pharmaceutical Society, Mr Perry qualified in 1926.

**Reddy:** On June 23, Mr Diarmuid Joseph Reddy, MPSI, St Mobhi Road, Dublin, aged 62. Mr Reddy qualified in 1930 and had conducted his own pharmacy for many years.

**Walters:** On June 24, Mr David Herbert Walters, MPS, 42 Bond Gardens, Wallington, Surrey. Mr Walters qualified in 1909.

## The Xrayser column

### Original pack dispensing

The annual meeting of the Scottish Department of the Pharmaceutical Society, held in Edinburgh on June 10, directed its attention to the growing practice of the manufacturer to woo the doctor towards original pack dispensing (pages 991-2). (In passing, one must again make reference to the intensely practical nature of the meetings held in Edinburgh.)

When we look around our dispensing departments, there seems to be much to be said for the prescribing and dispensing of complete packs, for one is confronted at every turn by bottles of tablets and capsules which have had to be purchased to meet a demand for a quantity much less than the original pack size. But one knows that such an appraisal is superficial, for there might just as easily be full original packs, now out of favour with the physician who, only a few months previously, appeared to be of the opinion that, not for the first time, he had at last found the answer.

And that, of course, is confirmed when one turns from the tablets and capsules to shelves of ointments. No pharmacist, as one of the speakers indicated, considered it unusual to supply a tube of ointment in the manufacturer's pack. That is so, but the fact that the array of ointments is in original packs may well conceal from the cursory glance that the amount of static stock is just as great as in the more obvious field of partially-used tablets and capsules.

It would seem, then, from the viewpoint alone of forcible detention of capital on the shelves, that original pack dispensing solves few problems in that direction, and although that aspect was not really a consideration in Edinburgh, it seems to have a bearing.

#### Form of packaging

In the course of his address, Mr A. G. Shaw (secretary, Association of the British Pharmaceutical Industry) said that special instructions or warnings could more easily be printed and form part of a package than the giving of such information in compressed form on a label in the pharmacist's writing. An examination of almost any original pack suggests that Mr Shaw's view might almost be regarded as special pleading. It has always seemed to me that the appearance of the proprietary medicine for sale over the counter—attractively packed to influence the customer and dispose him in its favour—has been carried over into the field of dispensed medicines where it should have no place.

One has to think only of some of the antibiotic syrups which carry instructions for the addition of a quantity of water to be added at the moment of dispensing, and of the difficulty of finding the information, which may be concealed in a wealth of detail on the label, or might be found to have been on the discarded carton, now in the wastepaper basket.

There is also, in my experience, the original pack which carries, when one has time to locate it, an instruction as to dosage which is at variance with the expressed wishes of the prescriber.

#### Standard labelling

I find myself in substantial agreement with Mr J. P. Kerr, particularly in the matter of what I once had the temerity to describe as "any old iron," since there are so many options open to the prescriber. In theory, there may be a good deal to be said for the pack designed to give a treatment lasting twenty-eight days, but when the physician thinks in wholesale terms of six or seven such packs as a prescribed course—and I have seen such—one wonders at the reason behind supplying a quantity which will last over Christmas. I should be more impressed if the appearance of original packs paid more attention to a straightforward statement of name, content and dosage, in a standard form of labelling, and less to colourful packs designed to "show the flag." The purpose should be clarity.



# COMPANY NEWS

## Beecham Group's progress overseas

Sales of prescription medicines by Beecham Group Ltd in the year ended March 31 continued to increase both in the UK and overseas, states the chairman, Sir Ronald Edwards, in his annual report to shareholders. Exports of the pharmaceutical division overseas and sales by the Group's overseas companies increased by 63 per cent.

Competition in the European antibiotic market is constantly intensifying, says Sir Ronald, but the building of a plant at Heppignies in Belgium, he says, should increase the Group's competitiveness since the plant will produce all the requirements for the Common Market area.

As previously mentioned (May 23, page 761), royalty income fell from £3.7 m to £3.4 m due to unlicensed competition.

Sales of toiletries by the European division rose by 16 per cent. Studio Cosmetics which was unprofitable when acquired in 1967, had made some progress but the imposition of higher purchase tax coupled with general restrictions on consumer spending, forced the board to conclude that money and management time could be more profitably expended in other areas.

Of the civil anti-trust suit brought against the Group by the US Department of Justice Sir Ronald says that the board and American legal counsel are satisfied that the suit can be successfully defended.

Beecham Pharmaceutical division's research stations have been renamed. Announcing this Mr F. P. Doyle, director of research, said that the growth and spread of their research work had now made it necessary to specify more exactly the nature of the work carried out at each centre. The centres will now be known as: Beecham Research Laboratories, Chemotherapeutic Research Centre, Brockham Park, Betchworth, Surrey; Beecham Research Laboratories, Nutritional Research Centre, Walton Oaks, Dorking Road, Tadworth, Surrey; and Beecham Research Laboratories, Medicinal Research Centre, Pinnacles, 4th Avenue, Harlow, Essex.

## Steetley-Berk agreement

A revised offer by Steetley Co Ltd for Berk Ltd made last Friday gained the approval of the Berk board.

The full terms are: for every 21 Berk 5s Ordinary shares, 10 Ordinary 5s shares in Steetley plus £6 of 11% unsecured loan stock in Steetley or £10 5s in cash, plus £6 of loan stock; for each 4½% Berk £1 cumulative preference share, 12s in cash.

It is intended that the name and identity

of Berk will be retained and upon the offers becoming unconditional, two members of the Berk board will be invited to join the board of Steetley.

## Rimmel to expand

Rimmel Ltd are to expand their warehousing facilities at Ashford, Kent, to provide a further 80,000 sq ft of floor space which will finally increase the space there to 165,000 sq ft. Any disruption of production should be minimal, says chairman Mr R. Caplin.

Mr Caplin reports that costs in launching the new Jane Seymour series of preparations internationally were almost totally recouped from sales. The directors believe that the series will contribute to profit from now on.

## In brief

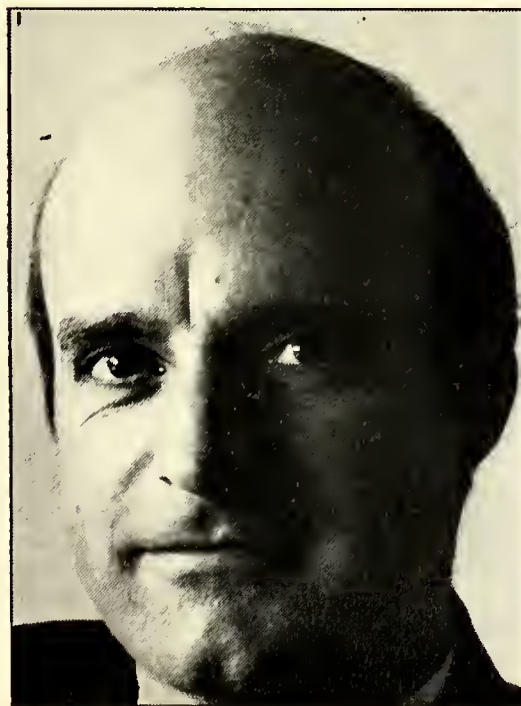
**Ward Blenkinsop & Co Ltd** have formed a subsidiary, WB Pharmaceuticals Ltd, to be responsible for the marketing of all Ward Blenkinsop branded and unbranded pharmaceutical preparations in home and overseas territories. WB Pharmaceuticals Ltd, will operate from Fulton House, Empire Way, Wembley, Middlesex. HA9 0LX, and orders for the pharmaceutical preparations of both Ward Blenkinsop and Harker Stagg should be sent to that address.

**BDH Chemicals Ltd**, Poole, have been highlighting five of their specialist ranges of laboratory chemicals at Achema, Frankfurt. The five were Aristar, AnalaR, Opttran, biochemicals and materials for polymer science.

**Laporte Industries (Holdings) Ltd:** Profit for year ended March 29, £2,875,000 (£2,750,000 in the previous 12 months) after tax of £2,435,000 (£2,456,000). Final dividend of 8.4 per cent (same) is proposed, making 13.4 per cent (same).

**Sangers Ltd** have acquired the Allied Drug & Chemical Co, Wembley and Walthamstow, from the Kennedy Smalc group.

**Scott & Turner Co Ltd** have appointed Mr John R. M. Britten marketing director Great Britain. He joined the company as marketing manager in June 1966.



For the first time, the House of Dorothy Gray has exhibited at a major East European trade event: the Budapest International Trade Fair held recently. The Dorothy Gray exhibit, the only cosmetics stand in the British Pavilion, was organised and staffed by Mr J. J. Maddox, European market development manager, Gray Laboratories International, the parent company, and Mr K. W. Lotts, export sales manager. Above, Mr Szurdi, Hungary's Minister for Internal Trade (left), is seen at the stand talking with Mr Maddox.

**Mr J. B. Goff MPS** has acquired the business of Miller & Co (Tunbridge Wells) Ltd at 42 Mount Street, Ephraim, Tunbridge Wells, Kent. He will trade as Miller & Co (J. B. Goff MPS).

**Kent Instruments Ltd**, Luton, are to provide at a cost of £310,000 all the instrumentation for the new antibiotics factory being built for Glaxo Laboratories Ltd at Cambois, Northumberland.

**The Valor Group:** Profit for the year ending March 31 was £40,989. This compares with a loss of £207,766 for the 15-month period ending March 31, 1969.

**Peter Dixon & Son (Holdings) Ltd:** The share of profit received by the company during the year ended March 31 from British Tissues Ltd was £371,000.

## Appointments

**International Chemical Co Ltd** have appointed Mr D. K. Hitchman a director. He will have special responsibility for supervising the development of the company's new factory, at Barnstaple, Devon, which should be in operation next spring.

**Jean Sorelle Ltd** have appointed Mr A. R. Edwards works director at their Peterborough factory.

**Fisons Ltd** have appointed Mr A. C. Allen to the board of their pharmaceutical division and to the post of international ethical marketing director. He is at present president of Fisons (Canada) Ltd.

**Crookes Anestan Ltd** have appointed Mr Roger Helmer their marketing manager. After graduating from Cambridge University in 1965, Mr Helmer joined Procter and Gamble. Three years later, he went to Food Brokers Ltd, Dorking, as Marketing manager.



# NEW PRODUCTS AND PACKS

## Baby foods

### *New packs for Trufood cereal*

New packs are being introduced by Trufood for their baby cereals which, in future, will be named Trufood baby cereal, oats, and Trufood baby cereal, maize-wheat-oats. At the same time Trufood Junior cereal is being discontinued.

The new packets are designed to identify the contents clearly and help mothers select the one they want quickly. Both packets point out that the contents are "Ready-cooked with added milk protein," and contain 227 g (8 oz) (1s 9d).

For both products there are shelf title strips which can be used on any type of pharmacy self-service fitting and fit the panniers on the company's self-selection unit. (Trufood Creameries, Wrenbury, Nantwich, Cheshire.)



## Cosmetics and toiletries

### *Bath luxury*

For bath luxury Jean Sorelle suggest adding one cupful of Softaskin to bath water then relaxing for 2-5 minutes in the bath. Then wash as normally with soap and immerse body again for 2-5 minutes. Softaskin (12s 11d) is a bath additive that is claimed to cleanse and soften the skin as well as "delicately perfuming the body."

Pack is a 102 cc bottle in a carton that reflects the blue colouring of Softaskin. (Jean Sorelle Ltd, 111 Great Portland Street, London W1N 5FA.)

### *Invitation to use*

New Icy Splash Cologne (18s) presents anyone with a golden opportunity to be really lavish, says Helena Rubinstein.

The easy-to-hold, easy-to-pack plastic bottle holds more than 7 oz—and the wide open neck is designed "to invite a liberal application." (Helena Rubinstein Ltd, 3 Grafton Street, London W1.)

### *New from Outdoor Girl*

Added to Outdoor Girl's list are two "baby soft" shades of powder blusher, peach and tawny, in a green and gold

case with a soft nylon brush (7s). As a finishing touch there is also a translucent dusting powder in two shades Natural and deep, again in the green and gold case with a soft nylon brush (7s). (Girl Cosmetics Ltd, Surbiton, Surrey.)

### *After Moonstones, Moonlighters!*

L'Onglex have devised four new shades to complement this summer's fashion colours. Called Moonlighters, they comprise two pearl polishes (3s 9d): Moonlit Pink and Moonlit Coral; and two cream (2s 9d): Tawny Moon and Honeysuckle Moon. L'Onglex are also introducing two types of display unit in which the retailer can present them to his customers. The L'Onglex beauty bar is a permanent wire unit capable of holding 36 polishes and 12 bottles of oily polish remover (2s 3d).

The L'Onglex display unit is a compact black polystyrene tray, with a detachable headboard. Holding polishes only, in four ranks of six bottles, the outer rows tilted toward the customer, it has a self-adhesive, transparent facing strip with white lettering giving the prices of the complete L'Onglex range. (Chesebrough-Pond's Ltd, Victoria Road, London NW 10.)



### *Givenchy deodorant spray*

The successful range of Monsieur de Givenchy toiletries has an addition, the Monsieur de Givenchy deodorant spray (Ref 559) (25s).

The new spray comes in the familiar black container with white lettering. The formula of the new product achieves a balance between the distinctive Monsieur de Givenchy fragrance and efficient deodorant properties. (Parfums Givenchy Ltd, 2 and 3 Station Yard, Twickenham, Middlesex.)

### *Transparent quartet*

From Coty come four new transparent lipsticks "in natural colours" (8s). Transparent beige, described as "a sandy peach"; transparent coral "deep water coral"; transparent pink "a dusky ice cube pink" and transparent rose which is a "shiny crystal rose". Especially for the holidays is a new small size of Sunshimmer (10s 6d) which is supplied in Golden Tan, Bronze or Copper. (Coty England) Ltd, Great West Road, Brentford, Middlesex.)

### *Introduction by Elle*

Elle have just launched a new young fragrance, Peach Blossom, for their dry spray deodorant. It contrasts with Elle's original floral but more sophisticated Wild Rose.





Elle's "Peach Blossom" fragrance is in a new 60 g chubby aerosol (4s 11d); Wild Rose is also available in this new size.

Elle have also increased the net content of their economy size dry spray deodorant from 95 g to 115 g (7s 11d). It is available in both the Peach Blossom and Wild Rose fragrances. (Crookes-Anestan Ltd, Basingstoke, Hants.)

## Sundries

### Disposable gloves

A company specialising in the sale of disposable polythene gloves is offering them in two sizes; medium gloves are in packs of 1,000's (75s) interleaved in 100's; the large size (82s 8d) are similarly packed.

As the gloves are interleaved, they are also suitable for re-packing for sale either to the housewife or the "do-it-yourself" enthusiast.

Further details of quantity discounts and samples are available on request. (The Polythene Glove Co, 120 Portland Street, Manchester M1 4PS.)

### Remington's foil-head shaver

The familiar Remington comb-and-cutter shaving head, the basic design of which has virtually remained unaltered since the first shaver was introduced in 1939, takes on a new appearance this month with the introduction of the Remington F2 (£12 19s). Fitted with a twin flexible foil head, this new model is in two tones of matt blue, and with a chromed head surround, the F2 incorporates a conveniently located on/off switch and soft, easy-grip finger pads. An additional refinement is the provision of a separate snap-on trimmer head for sideboards, moustaches and long hairs.

It is powered by a magnetic motor operating at 12,000 rpm on either 110-127 volts AC or 220-240 volts AC.

The Remington F2 is supplied in a slim-line de luxe presentation case with a midnight blue finish and contrasting chrome trim. (Remington Electric Shaver Division, New Malden, Surrey.)

### Support for expectant mothers

Elbeo, makers of famous Supp-hose stockings and tights, have introduced a new support tights style for expectant mothers: Supp-Hose Panty Special (£4).

While the leg construction slims and supports the leg, the fully adjustable waistband and specially-shaped and reinforced stomach panel accommodates the expanding abdomen right through the pregnancy. The hook-and-eye fastening on the knitted-in Lycra waistband makes the garment easy to put on, and there are eight fastening positions on each side. (Elbeo Ltd, Lenton Lane, Nottingham.)

# PRESCRIPTION SPECIALITIES

## ERALDIN tablets

**Manufacturer** Imperial Chemical Industries Ltd, Pharmaceuticals Division, Alderley Park, Macclesfield, Cheshire

**Description** Blue, film-coated tablets, printed "Eraldin," each containing 100mg of practolol  
**Indications** Management of angina pectoris, including patients with asthma and bronchitis. Control of cardiac arrhythmias caused or main-

tained by excessive sympathetic tone (including some resulting from cardiac disease), those resulting from anaesthesia and surgical procedures, and unwanted effects of sympathomimetic amines used for bronchodilation in asthmatic patients

**Dosage** Angina pectoris: One tablet two or three times daily, increased gradually if required. Usual dosage, one or two, two or three times daily. Clinical experience is at present limited to an upper dose of 12 daily. Cardiac arrhythmias: According to the extent to which sympathetic stimulation is responsible for the arrhythmia. Usual dose is 100mg twice daily, but higher doses may be necessary

**Precautions** Caution in congestive heart failure, metabolic acidosis, heart block. See literature

**Side effects** Uncommon at recommended dosage, but include constipation, nausea, vomiting and rashes

**Packs** 100 (71s trade); 500 (333s 3d)

**Supply restrictions** Recommended on prescription only

Issued July 1970

## ERALDIN injection

**Manufacturer** Imperial Chemical Industries Ltd, Pharmaceuticals Division, Alderley Park, Macclesfield, Cheshire

**Description** Ampoules containing 10mg practolol in 5 ml

**Indications** Control of cardiac arrhythmias caused or maintained by excessive sympathetic tone (see Eraldin tablets)

**Dosage** 5mg (2.5 ml) given by slow intravenous injection. May be repeated if no response occurs. Doses of more than 20mg are not normally required

**Precautions, etc** As for tablets (see literature)

**Pack** Box of 10 ampoules (90s trade)

**Supply restrictions** Recommended on prescription only

Issued July 1970

## TRASICOR tablets and injection

**Manufacturer** CIBA Laboratories Ltd, Horsham, Sussex

**Description** Oxprenolol hydrochloride supplied as 20mg tablets (white, uncoated, embossed CIBA/scored SR), 40mg tablets (white, uncoated, embossed CIBA/scored A1) and 2mg freeze-dried ampoules

**Indications** Angina pectoris cardiac arrhythmias; cardiac arrhythmias; cardiac symptoms in thyroid conditions

**Contraindications** Atrioventricular block, marked bradycardia, and uncompensated cardiac failure. Bronchial asthma, related conditions, and compensated cardiac failure require caution. Care in patients with diabetes, alcoholism, metabolic acidosis or during pregnancy or anaesthesia with ether or chloroform. Care in patients receiving other hypotensive drugs

**Dosage** Angina pectoris: one 40mg tablet on first day, two on second day (morning and noon), three on third day. Continue at this level for 4-5 days to assess response. Arrhythmias, hyperthyroidism: one or two 20mg tablets 2 or 3 times daily. Parenteral administration should be restricted to hospital only. Hypothyroidism, anaesthesia, see literature

**Side effects** Gastrointestinal disturbances, tiredness; rarely sensitivity may produce faintness or weakness associated with bradycardia and/or hypotension

**Storage** Protect from heat

**Packs** 40mg tablets 100 (52s), 500 (240s); 20mg 100 (32s); 500 (148s). 5 x 2mg ampoules (16s). Trade prices, tax extra but exemption applied for

**Supply restrictions** Recommended on prescription only

Issued July 1970



## PROMOTIONS

### Launch support for Trimwheel

Cuticura are giving national advertising and marketing support to launch their new Ayds Trimwheel. Starting in August, advertisements will appear in *Sunday Express*, *Woman's Own*, *Woman's Realm* and *Slimming*, and a television campaign is to be run in the London area.

In addition, all Ayds Reducing Plan advertisements mention Trimwheel during the launch period.

An introductory incentive scheme will encourage Ayds customers to buy immediately. Half a redeemable voucher will be included in each Ayds pack. The other half will be enclosed in the Trimwheel box. Purchasers will have to send the complete voucher to Cuticura to receive their 5s refund. (Ayds Division of Cuticura Laboratories Ltd, Maidenhead, Berks.)

### Toilet soap Press campaign

Forty-eight full colour pages have been booked for Wright's coal tar soap in what is claimed to be the biggest Press campaign for a toilet soap in many years. Magazines being used are *Woman*, *Woman's Weekly*, *Family Circle*, *My Weekly*, *Woman and Home* and *Mother*. (Wright, Layman & Umney, 43 Clapham Road, London SW 9.)

### Christmas show prizes

To stimulate interest at their perfumery trade shows for Christmas buying, Jean Sorelle are inaugurating this year a "draw" for chemists which will entitle the winners to free goods of their choice. Three prizes valued at £50, £30 and £20 will be awarded for the draw on the last evening of each show.

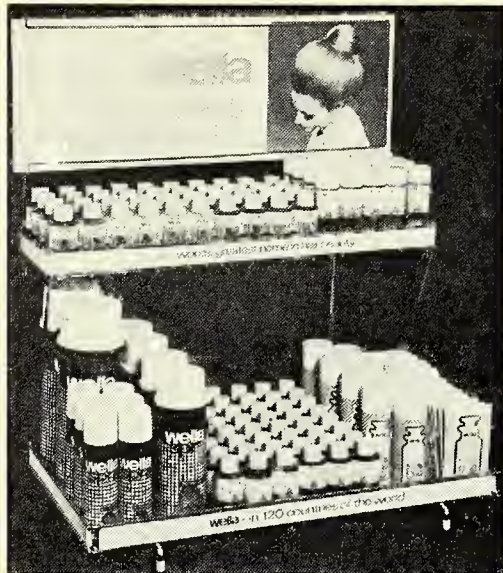
Remaining show dates and venues are as follows: Newcastle, Manchester, July 6-9; Brighton, Birmingham, July 13-16; Croydon, July 27-30; Hendon, August 3-6; Glasgow, August 24-27. (Jean Sorelle Ltd, 111 Great Portland Street, London W1N 5FA.)

### Charity benefits from competition

An unusual promotion for Polyherb shampoo will provide Christmas presents for handicapped children.

Anyone buying a bottle of the shampoo may purchase from Poly, for 5s, a special "dolly" made by the manufacturers of Pedigree dolls. They may then "dress" the doll and enter it in a competition in which 27 Singer sewing machines and dressmaking equipment are the major

prizes. The dressed dolls will be given to the Handicapped Children's Aid Committee for distribution. Details from Lambert Chemical Co Ltd, Eastleigh, Hants.



This free-standing wire display unit from Wella is designed to present the company's extensive range of hair cosmetics to best advantage. Taking the various types of product, pack size and hair colour into account, 17 different labels are represented in the display pictured

## ON TV NEXT WEEK

Ln = London; M = Midland; Lc = Lancashire; Y = Yorkshire; Sc = Scotland; WW = Wales and West; So = South; NE = North-east; A = Anglia; U = Ulster; We = Westward; B = Border; G = Grampian; E = Eireann; CI = Channel Islands

**Agfa-Gevaert products:** All except NE, E

**Alka-Seltzer:** All areas

**Anadin:** All except Sc, WW, G, E

**Askit:** Sc, B, G

**Comet hair cutter:** Ln

**Cool Charm:** All except E

**Dentu-creme:** Ln, M, Lc, Y, WW, So, NE, A

**Dettol:** All except NE, E, CI

**Disprin:** Ln, M, Lc, Sc, A, U, We, B, G, CI

**Fynnon Spa:** Ln, M, Lc, So, NE, A, We

**Immac:** All except Ln, Lc, WW, E

**Iron Jelloids:** Ln, M, Lc, So, NE

**Phensic:** Ln, M, WW

**Phyllosan:** WW

**Poly Lady:** M

**Radox:** All except U, E

**Silvikrin hairspray:** All except E

**Steradent:** All except M, WW, NE, E

**Target:** Ln, WW, So, We

**Trufood baby milk:** M, Lc, Y, So

**Vosene:** All except E

**Yeast Vite:** All except E

## TRADE NEWS

### New Ceporex syrup presentation

Glaxo Laboratories Ltd, Greenford, announce the introduction of a 500 mg/per 5 ml granules for syrup presentation of the oral cephalosporin antibiotic, Ceporex.

The stronger strength syrup presentation is to meet the requirement for adequate dosage levels in the treatment of respiratory and urinary tract infections in adults and older children.

Ceporex syrup 500 mg/5 ml is available in 100 ml packs (£11 1s 3d).

### NPUM test region

NPU Marketing Nu-Fresh DDVP fly killer (*C&D* June 20, p 943) is being test marketed only within the distributive area of Herbert Ferryman, Southampton.

### Feravol F bulk packs

Carlton Laboratories (UK) Ltd, 11 Shelley Road, Worthing, Sussex, point out that the 250 and 1,000 packs of Feravol F tablets are still available. They should be restored to the Quarterly Price List.

### Dimyrl in Schedule 4B

From July 8, isoaminile is included in Schedule 4B and Dimyrl linctus and capsules therefore come under this schedule. Dimyrl pastilles have been discontinued. (Fisons Pharmaceuticals Ltd, Derby Road, Loughborough, Leics.)

### Delivery of polycarbonate feeders

Maws Nursery Products Division now believe they have solved problems they had been experiencing over the past few months concerning delivery to chemists of their polycarbonate feeders, and from the middle of July deliveries should be entirely satisfactory. (S. Maw Son & Sons Ltd, New Barnet, Herts.)

## Bonus offers

Trufood Ltd, Guildford, Surrey. Trufood baby milk (humanised formula). Half a dozen to 1½ doz charged at 2 doz rate (63s doz); 2 to 3½ doz charged at 4 doz rate (61s 5d doz); 4 doz and over charged at 59s 9d doz. July 1 to August 31.

# André Philippe



ANDRÉ PHILIPPE LTD., 71-71B GOWAN AVENUE, FULHAM, LONDON SW6

Tel: 736 2194/2397



# NOW—IMPERIAL LEATHER HITS TV WITH ITS BIGGEST CAMPAIGN EVER

£100,000 backs Imperial Leather in the first months of this national campaign



## **New packs, new perfume, mean more new sales**

To add drive to the big new Imperial Leather Men's range campaign we're introducing bright new packs; and a subtly different, excitingly-male perfume to build even more sales for this top-selling male range.

### **Key line of this record breaking campaign is:**

"If you don't buy it for him—someone else will". It's a romantic, intriguing and hard-selling commercial that is going to send a lot of men—and a lot of women—looking for Imperial Leather.

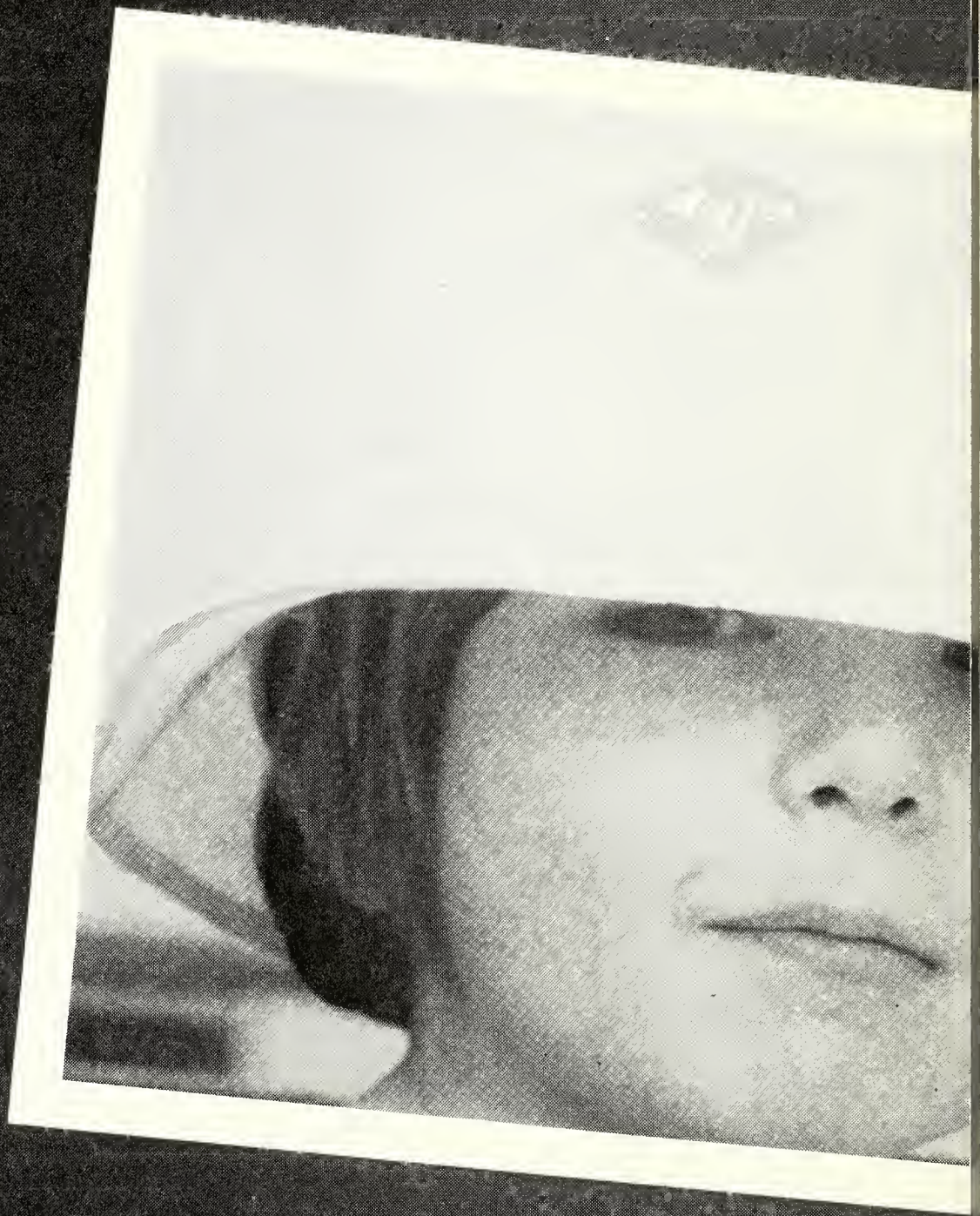
### **If you don't sell it to them—someone else will!**

See your Cussons representative or usual wholesaler for full details.

Cussons Sons & Co. Ltd. Kersal Vale.<sup>c</sup> Manchester M7 0GL.



**It's happened. The**



**Agfacolor Cartri**  
**Free Beanie**



# WEEKLY CHANGES AND ADDITIONS

## to June Quarterly Price List

**Simple Soap** Now the only big-profit-big-volume toilet soap for sensitive skins you can safely recommend. 19.3/-  
Nationally Advertised

Trade prices and purchase tax figures are given per dozen unless otherwise stated. Bold upright figures (2 9) in the retail column indicate the price is subject to retail price maintenance. Italic figures (2 9) is manufacturers recommended price. Light upright figures (2 9) is a suggested guide. A=Price Advanced. R=Price Reduced. ●=New entry. D=Delete. C=Correction. /=Insert.

|                                | Trade     | Tax       | Retail |  | Trade  | Tax      | Retail |                                     | Trade     | Tax       | Retail |
|--------------------------------|-----------|-----------|--------|--|--------|----------|--------|-------------------------------------|-----------|-----------|--------|
| <b>and Debut (336 Dendron)</b> |           |           |        | <b>Agrimim (969 Pfizer)</b>              |        |          |        | <b>Aronde (287 CPC)</b>             |           |           |        |
| CEF 600 small                  | 70 4      | 36 9      | 11 5   | bullets cattle                           | 10     | 75 10ea  | 89 3   | bath essence                        | 270       | 46 7      | 25 0   |
| medium                         | 117 1     | 61 2      | 19 0   | sheep                                    | 20     | 62 6ea   | 73 6   | bubble bath                         | 284       | 51 2      | 18 4   |
| 1200 small                     | 86 3      | 45 1      | 14 0   | <b>Aladdin (24 ALAD)</b>                 |        |          |        | herbal                              | 285       | 11 10     | 4 3    |
| medium                         | 141 8     | 74 1      | 23 0   | super food flask                         | 16oz   | —        | 15 11  | cream rinse                         | 236       | 12 4      | 4 6    |
| large                          | 234 2     | 122 4     | 38 0   | 32oz                                     | —      | —        | 19 11  | deodorant roll-on                   | 43        | 26 6      | 14 2   |
| <b>O'Clock (514 Gillette)</b>  |           |           |        | <b>Albion (339 CG)</b>                   |        |          |        | spray                               | 156       | 20 8      | 11 1   |
| blades carbon (5)              | 19 2      | 7 0       | 1 9    | cotton wool                              | 1oz    | 8 10     | 1 2    | eyeshadow quartet                   | 107       | 17 2      | 9 3    |
| stainless (5)                  | (20 pkts) | (20 pkts) | 3 0    | 2oz                                      | 13 11  | —        | 1 9    | 108                                 | 17 2      | 9 11      | 2 11   |
|                                | (20 pkts) | (20 pkts) |        | 4oz                                      | 22 11  | —        | 2 8    | hair setting lotion                 | 25        | 26 6      | 14 2   |
| <b>Adaptoplast (339 CG)</b>    |           |           |        | carton                                   | 16oz   | 6 1ea    | 7 9    | hair spray aerosol                  | 150       | 29 0      | 15 6   |
| dressing first aid M295        | 16 10     | —         | 2 0    | paper wrapped                            | 8oz    | 39 5     | 4 4    | hand cream "Busy Miss"              | 33        | 13 3      | 7 1    |
| washable M296                  | 16 10     | —         | 2 0    | 16oz                                     | 5 7ea  | —        | 7 5    | hot water bottles                   |           |           |        |
| M207                           | 9 6ea     | —         | 13 5   | <b>Algamarin (708 KI)</b>                |        |          |        | with handle                         | 2013      | 57 0      | —      |
| 75 pieces asst. M96            | 10 9ea    | —         | 15 0   | foam bath tube                           | size 1 | 12 10    | 7 1    | double ribbed                       | 2012      | 59 0      | —      |
| 100 pieces asst. M284          | 9 10ea    | —         | 13 10  | bottle size 2                            | 50 6   | 27 9     | 7 1    | large                               | 2014      | 66 0      | —      |
| 125 pieces asst. M95           | 12 6ea    | —         | 17 4   | 4  | 15 3ea | 8 5ea    | 28 6   | lipstick                            | 255       | 22 4      | 11 4   |
| 150 pieces asst. M304          | 9 0ea     | —         | 12 8   |  | 53 0ea | 29 2ea   | 99 0   | quartet                             | 441       | 14 8      | 7 11   |
| pieces                         |           |           |        | <b>Allenbury's (34 A &amp; H)</b>        |        |          |        | liquid make-up                      | 225       | 23 1      | 12 5   |
| 150 x 1/2 x 3 M304L            | 10 10ea   | —         | 15 2   | malt extract                             | 1lb    | 47 3     | 5 3    | shampoo egg & lemon                 | 69        | 10 9      | 3 10   |
| 150 x 1/2 x 1 1/2 M304S        | 6 0ea     | —         | 8 6    | 2lb                                      | 88 6   | —        | 9 10   | talcum perfumed                     | 26        | 34 4      | 18 5   |
| 150 x 1/2 x 2 1/2 M304M        | 9 0ea     | —         | 12 8   | with c.l.o.                              | 1lb    | 47 3     | 5 3    | cold cream                          | 45        | —         | —      |
| island dressings               |           |           |        | 2lb                                      | 88 6   | —        | 9 10   | hair setting lotion                 | 21        | —         | —      |
| 150 x 1/2 x 1 1/2 M97          | 9 7ea     | —         | 13 4   | pastilles blackcurrant                   | 2oz    | 23 0     | 5 1    | shampoo lacquer                     | —         | —         | —      |
| 10 x 1/2 x 2 1/2 M98           | 8 8ea     | —         | 12 2   | 1lb                                      | 10 9ea | 2 5ea    | 16 9   | removing                            | —         | —         | —      |
| 100 x 1/2 x 3 M99              | 8 8ea     | —         | 12 2   | <b>Allinson (40 Allinson)</b>            |        |          |        | witch hazel tonic                   | 35        | —         | —      |
| individually wrapped           |           |           |        | dried yeast                              | 4oz    | 62 6     | 2 2    | <b>Artic Glow (1261 Ucal)</b>       |           |           |        |
| M371                           | 26 3      | —         | 3 1    | (3doz)                                   | —      | —        | —      | 2oz                                 | 30 0      | 11 0      | 4 7    |
| strip                          |           |           |        | starch reduced rolls                     | 15     | 69 6     | —      | <b>Asahi Pentax (1027 Rank)</b>     |           |           |        |
| 1/2 in x 1yd M271              | 23 4      | —         | 2 9    | white or brown                           | 28     | 40 0     | 4 0    | camera SL                           | —         | —         | 1999 7 |
| 1/2 in x 5yd M266              | 112 0     | —         | 13 1   | <b>Ambrosium (75 AAL) existing entry</b> |        |          |        | <b>Asculyt (232 Carter)</b>         |           |           |        |
| 1/2 in x 1yd M305              | 27 7      | —         | 3 3    | <b>Ambrosium (75 AAL)</b>                |        |          |        | capsulettes                         | 42        | 4 6ea     | 1 8ea  |
| 1/2 in x 5yd M267              | 137 8     | —         | 16 3   | slim plan 2 week size                    | 100 0  | —        | 12 6   | <b>Assugrin (1520 IPM)</b>          |           |           |        |
| 1/2 in x 1yd M272              | 30 7      | —         | 3 7    | 4 week size                              | 162 0  | —        | 20 0   | <b>Atasorb (413 Lilly)</b>          |           |           |        |
| 1/2 in x 5yd M268              | 150 9     | —         | 17 8   | snig oil                                 | 1oz    | 11 6     | 4 2    | 450ml                               | 12 7ea    | —         | 18 10  |
| 1/2 in x 1yd M273              | 35 7      | —         | 4 2    | 2oz                                      | 20 6   | 7 6      | 3 6    | <b>Atlas (232 Carter)</b>           |           |           |        |
| 1/2 in x 5yd M269              | 178 0     | —         | 20 9   | 4oz                                      | 35 0   | 12 10    | 6 0    | embrocation                         | 100ml     | 1 10ea    | 8ea    |
| <b>Adaptopruf (339 CG)</b>     |           |           |        | tonic                                    | 137g   | 37 0     | 5 0    | 100ml                               | 1 10ea    | 8ea       | 3 6    |
| plaster 1in x 5yd              | 24 3      | —         | 2 11   | 274g                                     | 74 0   | —        | 10 0   | Kattlekure                          | 112g      | 2 4ea     | 10ea   |
| 2in x 5yd                      | 39 6      | —         | 4 9    | 420g                                     | 111 0  | —        | 15 0   | 1k                                  | 8 2ea     | 3 0ea     | 16 6   |
| <b>Agfa (16 AGL)</b>           |           |           |        | <b>Amethozol (776 JML) †s7</b>           |        |          |        | <b>Atomol (34 A &amp; H)</b>        |           |           |        |
| binoculars 8x30                | —         | —         | 497 6  | ointment (vet.)                          | 5g     | 24 0     | —      | nasal spray                         | 10ml      | 32 0      | —      |
| case                           | —         | —         | 85 9   | <b>Amm-I-Dent (1178 Stafford)</b>        |        |          |        | <b>Aurum Ambrosium (75 AAL)</b>     |           |           |        |
| 10x40                          | —         | —         | 665 0  | tooth paste                              | 41g    | 19 9     | 7 3    | for rheumatism large                | 120 0     | 44 0      | 20 0   |
| case                           | —         | —         | 95 3   | 75g                                      | 27 6   | 10 1     | 3 10   | <b>Avozan (232 Carter)</b>          |           |           |        |
| films black & white            |           |           |        | <b>Amokole (781 Lusty)</b>               |        |          |        | capsulettes                         | 56        | 3 1ea     | —      |
| Dia direct reversal            |           |           |        | tablets                                  | 50     | 28 0     | 10 3   | <b>Ayds (1491 Cuticura)</b>         |           |           |        |
| 35mm 36exp.                    | —         | —         | 23 0   | 125                                      | 54 0   | 19 9 1/2 | 8 0    | Trimwheel exerciser                 | 140 0     | 50 0      | 59 6   |
| papers Brovira &               |           |           |        | <b>Andre Philippe (48 AP)</b>            |        |          |        | (1/2 doz)                           | (1/2 doz) |           |        |
| Record Rapid single            |           |           |        | shampoo's                                | 14     | —        | —      | <b>Baby Life (1499 BLP)</b>         |           |           |        |
| weight                         |           |           |        | <b>Aprotin (227 Erba)</b>                |        |          |        | cotton wool                         | 16oz      | 40 0      | —      |
| 3 1/2 x 5                      | 100       | —         | 20 6   | flour                                    | 1k     | 15 2ea   | 17 4   | nappy pak                           | 20 3      | —         | 2 3    |
| 3 1/2 x 5 1/2                  | 25        | —         | 7 2    | <b>Aqua Manda (532 Goya)</b>             |        |          |        | <b>Badedas (338 Cussons)</b>        |           |           |        |
| 100                            | —         | —         | 22 7   | after shave                              | 51 10  | 28 6     | 8 10   | continental bath gelee              |           |           |        |
| 4 1/2 x 6 1/2                  | 25        | —         | 11 3   | fragrance                                | 45 10  | 25 2 1/2 | 7 10   | tube                                | 16 6      | 5 6 1/2   | 2 6    |
| 100                            | —         | —         | 33 10  | 3 1/2oz                                  | 79 0   | 43 5 1/2 | 13 5   | 1-bath                              | 66 1      | 22 3      | 10 0   |
| 5x7                            | 100       | —         | 40 0   | 7 1/2oz                                  | 129 7  | 71 3     | 22 0   | 5-bath                              | 132 2     | 44 6      | 20 0   |
| 6 1/2 x 8 1/2                  | 10        | —         | 8 2    | golden body rub                          | 63 8   | 35 0     | 10 10  | 10-bath                             | 297 4     | 100 1 1/2 | 45 0   |
| 100                            | —         | —         | 58 5   | hand lotion                              | 43 8   | 24 1     | 7 5    | 25-bath                             | 726 10    | 244 9     | 110 0  |
| 8x10                           | 10        | —         | 11 3   | herbal bath oil                          | 63 8   | 35 0     | 10 10  | 75-bath                             |           |           |        |
| 100                            | —         | —         | 83 0   | sachet                                   | 8 3    | 4 6 1/2  | 1 5    | <b>Bain Nouveau (624 Houbigant)</b> |           |           |        |
| 10x12                          | 10        | —         | 16 5   | foam bath                                | 54 3   | 19 11    | 8 5    | bath oil spray                      | 3741      | —         | 30 0   |
| 50                             | —         | —         | 65 7   | sachet                                   | 9 0    | 3 3 1/2  | 1 5    | body lotion                         | 3771      | —         | 49 6   |
| <b>double weight</b>           |           |           |        | oatmeal beauty soap                      | 17 0   | 6 3      | 2 5    | body powder mist                    | 3733      | —         | 17 6   |
| 3 1/2 x 5                      | 100       | —         | 24 7   | talcum                                   | 37 8   | 20 8 1/2 | 6 5    | Cologne friction                    | 3729      | —         | 25 0   |
| 3 1/2 x 5 1/2                  | 25        | —         | 8 2    | <b>Aramis (425 ELC)</b>                  |        |          |        | 3727                                | —         | —         | 45 0   |
| 100                            | —         | —         | 26 8   | after shave concentrate                  | 2oz    | —        | 45 0   | 3728                                | —         | —         | 76 0   |
| 4 1/2 x 6 1/2                  | 25        | —         | 12 4   | master shave kit                         | —      | —        | 65 0   | creme de Bain                       |           |           |        |
| 100                            | —         | —         | 40 0   | pre-shave concentrate                    | 3oz    | —        | 35 0   | Nouveau                             | 3746      | —         | 49 6   |
| 5x7                            | 25        | —         | 14 4   | shaving concentrate                      | 3oz    | —        | 35 0   | dusting powder                      | 3734      | —         | 49 6   |
| 100                            | —         | —         | 47 2   |  |        |          |        | foamy milk bath                     | 3754      | —         | 49 6   |
| 6 1/2 x 8 1/2                  | 10        | —         | 9 3    |  |        |          |        | powder                              | 3710      | —         | 29 0   |
| 100                            | —         | —         | 69 0   |  |        |          |        | spray mist                          | 3711      | —         | 49 6   |
| 8x10                           | 10        | —         | 13 4   |  |        |          |        | talcum                              | 3797      | —         | 14 0   |
| 100                            | —         | —         | 99 0   |  |        |          |        |                                     |           |           |        |
| <b>Agfatronic (16 AGL)</b>     |           |           |        |  |        |          |        |                                     |           |           |        |
| flashguns                      |           |           |        |  |        |          |        |                                     |           |           |        |
| 140A                           | —         | —         | 439 6  |  |        |          |        |                                     |           |           |        |
| 160A                           | —         | —         | 549 9  |  |        |          |        |                                     |           |           |        |

the most versatile digitalis glycoside

# LANOXIN brand DIGOXIN

TABLETS • SOLUTION • INJECTION • PÆDIATRIC ELIXIR  
BURROUGHS WELLCOME & CO. (The Wellcome Foundation Ltd.) DARTFORD, KENT.





|   | Trade   | Tax       | Retail       |
|---|---------|-----------|--------------|
| <b>Balm of Gilead (232 Carter)</b>            |         |           |              |
| cough mixture 100ml                           | 1 10ea  | 8ea       | 3 6          |
| 200ml   | 2 6ea   | 11ea      | 5 0          |
| 110ml & 170ml                                 | —       | —         | D            |
| <b>Barkoff (232 Carter)</b>                   |         |           |              |
| cough syrup 100ml                             | 2 1ea   | 9ea       | 4 0          |
| 85ml  | —       | —         | D            |
| <b>Basta (1311 Warth)</b>                     |         |           |              |
| toothbrushes                                  | 6 4ea   | —         | 9 6          |
| <b>Bathjoys (1038 R &amp; C)</b>              |         |           |              |
| bath cubes                                    | 4 3     | 2 4       | 8            |
| <b>B.C.K. (776 JML)</b>                       |         |           |              |
| granules (vet.) 300g                          | 102 0   | —         | —            |
| 3k  | 66 0ea  | —         | —            |
| 10oz  | —       | —         | D            |
| <b>Beetham's (106 Beetham)</b>                |         |           |              |
| glycerin and cucumber                         | 18 0    | 9 11      | 3 3          |
| 2oz   | 24 0    | 13 2      | 4 3          |
| 3oz   | 38 6    | 21 2      | 6 6          |
| 165cc   | —       | —         | D            |
| novelty pack                                  | —       | —         | —            |
| hand cream 1oz                                | 16 6    | 9 1       | 3 0          |
| teenage skin cream                            | —       | —         | —            |
| 1oz   | 23 0    | 12 8      | 3 10         |
| <b>Bellodgia (1071 Robins) existing entry</b> |         |           | D            |
| <b>Bellodgia (1071 Robins)</b>                |         |           |              |
| Cologne                                       | 60      | 14 0ea    | 7 9ea 30 0   |
| 120   | 24 0ea  | 13 3ea    | 50 0         |
| 240   | 38 0ea  | 20 11ea   | 80 0         |
| spray   | 31 0ea  | 17 0ea    | 65 0         |
| dusting powder                                | 25 0ea  | 13 9ea    | 52 0         |
| eau de toilette                               | 60      | 21 0ea    | 11 7ea 45 0  |
| 120   | 36 0ea  | 19 10ea   | 75 0         |
| 240   | 55 0ea  | 30 3ea    | 115 0        |
| spray   | 35 0ea  | 19 3ea    | 72 0         |
| perfume                                       | 5       | 20 0ea    | 11 0ea 43 3  |
| 7   | 36 0ea  | 19 10ea   | 75 0         |
| 15  | 57 0ea  | 31 4ea    | 120 0        |
| 30  | 86 0ea  | 47 4ea    | 180 0        |
| 60  | 134 0ea | 73 9ea    | 280 0        |
| spray   | 40 0ea  | 22 0ea    | 84 0         |
| <b>Bell &amp; Howell (107 B &amp; H)</b>      |         |           |              |
| cameras                                       | —       | —         | 1199 6       |
| 309 Focus-Matic                               | —       | —         | —            |
| <b>Bemax (103 Beecham)</b>                    |         |           |              |
| 10oz  | 38 3    | —         | 4 0          |
| 20oz  | 70 4    | —         | 7 4          |
| <b>Benoids (1152 SK)</b>                      |         |           |              |
| 17 0  | 5 9     | —         | 2 7          |
| <b>Betnelan (518 Glaxo) T5</b>                |         |           |              |
| tablets 0.25mg                                | —       | —         | D            |
| <b>Bidex (631 Hudnut)</b>                     |         |           |              |
| dry spray                                     | 48 2    | 25 2      | 7 11         |
| liquid bottle                                 | 45 8    | 23 10     | 7 6          |
| talcum aerosol                                | 63 11   | 32 5      | 10 6         |
| <b>Bioglan (127 Bioglan)</b>                  |         |           |              |
| thyroid tablets                               | —       | —         | D            |
| (0.5% iodine)                                 | —       | —         | D            |
| vit. B. complex tablets                       | —       | —         | D            |
| vit. B1 ampoules                              | —       | —         | D            |
| <b>Bisks (1530 Fisons)</b>                    |         |           |              |
| diet supplement tablets                       | 24      | 53 0      | —            |
| 6 0   | —       | —         | —            |
| <b>Bleu Marine (Cardin (1131 Shulton))</b>    |         |           |              |
| men's eau de toilette                         | 2oz     | 20 3ea    | 10 10ea 42 0 |
| 4oz   | 31 3ea  | 16 9ea    | 65 0         |
| 8oz   | 50 7ea  | 27 2ea    | 105 0        |
| <b>Blisteze (366 Dendron)</b>                 |         |           |              |
| lip salve                                     | 26 0    | 9 0       | 3 10         |
| <b>Body Mist (105 BTD)</b>                    |         |           |              |
| deodorant spray                               | 32cc    | 28 5      | 15 8 4 5     |
| standard                                      | —       | —         | —            |
| <b>Boldo (232 Carter)</b>                     |         |           |              |
| slimmers aid                                  | 40      | 1 10ea    | 8ea 3 6      |
| 100   | 3 6ea   | 1 3 1/2ea | 7 0          |
| <b>Bounce (967 Petfoods)</b>                  |         |           |              |
| handy   | 58 9    | 11 4      | 1 2          |
| (6doz)  | 64 5    | 12 5      | 1 11         |
| large   | (4doz)  | (4doz)    | —            |
| <b>B-R (1023 Radiol)</b>                      |         |           |              |
| Bone Radiol (horses and dogs) standard        | 115 0   | 42 2      | 17 0         |
| healing jelly 200g                            | 115 0   | 42 2      | 17 0         |
| <b>Bradlan (859 Moore)</b>                    |         |           | D            |
| <b>Bradilan (878 Napp)</b>                    |         |           | D            |
| <b>Brands (1114 SEF)</b>                      |         |           |              |
| calf's foot jelly                             | 29 11   | —         | 3 3          |
| <b>Breck (1059 C of GB)</b>                   |         |           |              |
| shampoo for dry hair, oily hair, normal hair  | 6 6     | 2 5       | 11           |
| sachet  | 24 0    | 8 10      | 3 5          |
| 70cc  | 34 10   | 12 10     | 5 0          |
| 120cc   | —       | —         | —            |
| <b>Breeze (756 Lever)</b>                     |         |           |              |
| soap toilet                                   | 54 6    | 19 3      | 1 2          |
| (6 doz)                                       | 43 1    | 15 3      | 1 10         |
| bath  | (3 doz) | (3 doz)   | —            |
| <b>Bristow's (105 BTD)</b>                    |         |           |              |
| shampoo                                       | 38 B    | 14 3      | 5 5          |
| Free and Lovely                               | —       | —         | —            |
| economy                                       | —       | —         | —            |
| <b>Britmarine (555 Haffenden)</b>             |         |           |              |
| hot water bottles                             | 60 0    | —         | —            |
| Cambridge No. 3                               | 60 0    | —         | —            |
| Cleveland No. 3                               | 45 0    | —         | 5 8          |
| cot series                                    | 70 0    | —         | —            |
| Flaxman Super                                 | 69 0    | —         | 8 6          |
| Nodland                                       | —       | —         | —            |

|                               | Trade   | Tax       | Retail   |
|-------------------------------|---------|-----------|----------|
| Safety glow No. 3             | 75 0    | —         | —        |
| Safety tray No. 3             | 75 0    | —         | —        |
| Slumber deep No. 3            | 60 0    | —         | —        |
| de luxe                       | 132 0   | —         | 16 6     |
| No. 4                         | 67 0    | —         | —        |
| Slumber sound No. 3           | 60 0    | —         | —        |
| Warm wave No. 3               | 68 0    | —         | —        |
| <b>Brovolin (859 Moore)</b>   |         |           | D        |
| <b>Brovolin (878 Napp)</b>    |         |           | D        |
| <b>Brovon (859 Moore)</b>     |         |           | D        |
| <b>Brovon (878 Napp)</b>      |         |           | D        |
| <b>Brovonette (859 Moore)</b> |         |           | D        |
| <b>Brovonette (878 Napp)</b>  |         |           | D        |
| <b>Brovonex (859 Moore)</b>   |         |           | D        |
| <b>Brovonex (878 Napp)</b>    |         |           | D        |
| <b>Broxodent (713 KH)</b>     |         |           | 155 0    |
| electric toothbrush           | —       | —         | —        |
| <b>Bryst (232 Carter)</b>     |         |           |          |
| brewers yeast                 | 4oz     | 1 11ea    | 2 2      |
| powder                        | 16oz    | 5 10ea    | 7 6      |
| 100                           | 1 5ea   | —         | 1 11     |
| 500                           | 4 7ea   | —         | 6 6      |
| <b>Buzz Off (252 Chelspa)</b> |         |           |          |
| cream                         | 1 1/2oz | 21 0      | 7 8      |
| liquid                        | 1 1/2oz | 16 0      | 5 11     |
| <b>Bydand (859 Moore)</b>     |         |           | D        |
| <b>Bydand (878 Napp)</b>      |         |           | D        |
| <b>Bydolax (859 Moore)</b>    |         |           | D        |
| <b>Bydolax (878 Napp)</b>     |         |           | D        |
| <b>Calgon (26 A &amp; W)</b>  |         |           |          |
| carton                        | 12oz    | 48 0      | 2 9      |
| (2 doz)                       | 76 0    | —         | 8 9      |
| 2 1/2lb                       | 16 6ea  | —         | 22 9     |
| 7lb                           | 24 0    | —         | 2 9      |
| descaler sachet               | 4oz     | —         | —        |
| <b>Camay (1010 P &amp; G)</b> |         |           |          |
| soap toilet                   | 58 0    | 20 9      | 1 3      |
| (6doz)                        | 59 6    | (6doz)    | 1 11     |
| (4doz)                        | —       | (4doz)    | —        |
| bath                          | —       | —         | —        |
| <b>Cannon (224 Cannon)</b>    |         |           |          |
| hot water bottles             | 111     | 5 8ea     | 8 6      |
| 222                           | 6 0ea   | —         | 9 0      |
| 333                           | 6 4ea   | —         | 9 6      |
| 444                           | 5 10ea  | —         | 8 9      |
| 555                           | 6 0ea   | —         | 9 0      |
| 666                           | 6 6ea   | —         | 9 9      |
| 888                           | 10 8ea  | —         | 16 0     |
| 999                           | 6 2ea   | —         | 9 3      |
| baby cot size                 | 5 0ea   | —         | 7 6      |
| Babysafe                      | 5 10ea  | —         | 8 9      |
| Dolphin                       | 6 0ea   | —         | 9 0      |
| Fleur de Lis                  | 8 4ea   | —         | 12 6     |
| Noah's Ark series             | 9 4ea   | —         | 14 0     |
| Radiator                      | 8 4ea   | —         | 12 6     |
| Royal Scot                    | 10 8ea  | —         | 16 0     |
| Superb                        | 7 4ea   | —         | 11 0     |
| Velvetex                      | 8 0ea   | —         | 12 0     |
| feeding bottle caps           | 5 4     | —         | 8        |
| nurser polycarbonate          | 4oz     | 24 0      | 3 0      |
| 8oz & 10oz                    | 30 0    | —         | 3 9      |
| hot water bottles             | 111     | 5 9ea     | 8 6      |
| 222                           | 6 1ea   | —         | 9 0      |
| 555                           | 6 1ea   | —         | 9 0      |
| Dolphin                       | 6 1ea   | —         | 9 0      |
| <b>Carbro (232 Carter)</b>    |         |           |          |
| slippery elm food 1lb         | 4 2ea   | —         | 6 0      |
| <b>Cardinelli (225 CBP)</b>   |         |           |          |
| eyeshadow                     | 54 0    | 29 0      | 9 6      |
| <b>Care (532 Goya)</b>        |         |           |          |
| hand cream                    | 23 5    | 12 10 1/2 | 4 0      |
| <b>Caron (1071 Robins)</b>    |         |           |          |
| face powder small             | 14 0ea  | 7 9ea     | 29 0     |
| large                         | 19 0ea  | 10 6ea    | 40 0     |
| compressed                    | 14 0ea  | 7 9ea     | 29 0     |
| refill                        | 8 0ea   | 4 5ea     | 16 0     |
| <b>Carter's (232 Carter)</b>  |         |           |          |
| bone meal capsules            | 60      | 2 9ea     | 4 0      |
| garlic oil capsules           | 40      | 2 4ea     | 10ea 4 6 |
| 100                           | 4 6ea   | 1 8ea     | 9 0      |
| herb beer extract             | 100ml   | 2 5ea     | 3 6      |
| Indian Brandee                | 50ml    | 1 5ea     | 6ea 2 6  |
| 100ml                         | 2 1ea   | —         | 4 0      |
| Jeeling linctus               | 100ml   | 2 1ea     | 9ea 4 0  |
| Radiant composition           | 100ml   | 1 10ea    | 8ea 3 6  |
| essence                       | 200ml   | 2 7ea     | 11ea 5 0 |
| Skelton's influenza           | 110ml   | 2 1ea     | 9ea 4 0  |
| mixture                       | 40 0    | —         | 4 2      |
| soya bean oil                 | 1pt     | 24 0ea    | —        |
| 1gal                          | —       | —         | 30 0     |
| sun-flower seed oil           | 1pt     | 40 0      | 4 2      |
| 1gal                          | 25 0ea  | —         | 32 0     |
| super wheat germ oil          | 40      | 4 2ea     | 6 0      |
| capsules                      | 100     | B 2ea     | 12 0     |
| wheat germ oil capsules       | 40      | 2 10ea    | 3 7      |
| 5 min                         | 100     | 5 5ea     | 8 0      |
| wormseed syrup 50ml           | 2 4ea   | 10ea      | 4 6      |

|   | Trade  | Tax     | Retail  |
|---|--------|---------|---------|
| <b>Ceporex (518 Glaxo) TS</b>                   |        |         |         |
| syrup 250mg/5ml                                 | 100ml  | 75 0ea  | 112 6   |
| <b>Ceporin (518 Glaxo) T5</b>                   |        |         |         |
| vial 250mg                                      | 1      | —       | —       |
| 500mg   | 1      | —       | —       |
| 1g  | 1      | —       | —       |
| <b>Certor (786 Macdonald)</b>                   |        |         |         |
| bandage w.o.w.                                  | —      | —       | —       |
| 1in x 4yd                                       | 4 7    | —       | —       |
| 2in x 4yd                                       | 7 4    | —       | —       |
| 3in x 4yd                                       | 10 4   | —       | —       |
| 4in x 4yd                                       | 13 4   | —       | —       |
| bandage triangular                              | —      | —       | —       |
| unbleached                                      | —      | —       | —       |
| 5 1in x 36in                                    | 21 11  | —       | —       |
| cellulose tissue                                | 16oz   | 66 0    | —       |
| cellulose wadding                               | 16oz   | 39 0    | —       |
| cotton wool absorbent                           | 1oz    | 8 0     | —       |
| 1/2oz   | 10 0   | —       | —       |
| 1oz   | 16 9   | —       | —       |
| 2oz   | 28 0   | —       | —       |
| 4oz   | 93 6   | —       | —       |
| 16oz  | 8 9    | —       | —       |
| hospital quality                                | 1oz    | 13 9    | —       |
| 2oz   | 22 8   | —       | —       |
| 4oz   | 44 0   | —       | —       |
| 8oz   | 72 6   | —       | —       |
| 16oz  | 15 6   | —       | —       |
| gauze plain                                     | 1yd    | 33 9    | —       |
| 3yd   | 61 0   | —       | —       |
| 6yd   | 119 0  | —       | —       |
| 12yd  | —      | —       | —       |
| gauze ribbon non-                               | —      | —       | —       |
| sterilised                                      | —      | —       | —       |
| 1in x 6yd                                       | 11 0   | —       | —       |
| 1in x 12yd                                      | 18 3   | —       | —       |
| 1in x 6yd                                       | 13 3   | —       | —       |
| 1in x 12yd                                      | 21 3   | —       | —       |
| gauze ribbon steriised                          | —      | —       | —       |
| 1in x 6yd                                       | 12 0   | —       | —       |
| 1in x 6yd                                       | 14 3   | —       | —       |
| gauze swabs                                     | —      | —       | —       |
| 3in x 3in—8 ply (5)                             | 7 6    | —       | —       |
| gauze tissue B.P.C.                             | —      | —       | —       |
| 4oz   | 32 0   | —       | —       |
| 16oz  | 110 0  | —       | —       |
| lint boric                                      | 1oz    | 16 3    | —       |
| 2oz   | 27 10  | —       | —       |
| 4oz   | 51 6   | —       | —       |
| 16oz  | 187 6  | —       | —       |
| plain   | 1oz    | 15 0    | —       |
| 2oz   | 26 10  | —       | —       |
| 4oz   | 48 6   | —       | —       |
| 16oz  | 174 10 | —       | —       |
| multiple pack dressing                          | —      | —       | —       |
| No.1  | 45 3   | —       | —       |
| No.2  | 92 4   | —       | —       |
| <b>Cestra (1073 Robinson)</b>                   |        |         |         |
| face masks standard                             | 259 9  | —       | —       |
| (1 gross)                                       | —      | —       | —       |
| <b>Chantilly (624 Houbigant) existing entry</b> |        |         |         |
| <b>Chantilly (624 Houbigant)</b>                |        |         |         |
| creme de Chantilly                              | 1346   | —       | 49 6    |
| dusting powder                                  | 1334   | —       | 36 0    |
| eau de toilette                                 | 1318   | —       | 25 0    |
| 1316  | —      | —       | 37 6    |
| 1317  | —      | —       | 49 6    |
| 1414  | —      | —       | 45 6    |
| pure spray                                      | 1361   | —       | 21 0    |
| hair spray                                      | 1404   | —       | 34 0    |
| perfume   | 1305   | —       | 49 6    |
| 1302  | —      | —       | 90 0    |
| 1307  | —      | —       | 150 0   |
| spray   | 1465   | —       | 52 6    |
| refill  | 13655  | —       | 39 6    |
| soap (3)  | 1351   | —       | 22 6    |
| talcum  | 1397   | —       | 14 0    |
| Louis XVI collection                            | —      | —       | —       |
| dusting powder 1434                             | —      | —       | 65 0    |
| parfum de toilette                              | 1416   | —       | 31 0    |
| 1417  | —      | —       | 65 0    |
| 1419  | —      | —       | 130 0   |
| spray mist                                      | 1427   | —       | 62 0    |
| refill  | 1427R  | —       | 45 6    |
| <b>Chelsea Pensioner (232 Carter)</b>           |        |         |         |
| tablets   | 50     | 1 10ea  | 8ea 3 6 |
| <b>Cindico (264 Cindico) existing entry</b>     |        |         |         |
| <b>Cindico (264 Cindico)</b>                    |        |         |         |
| bib   | 4 3ea  | —       | 6 9     |
| senior  | 9 5ea  | —       | 15 0    |
| Bouncer   | 42 2ea | —       | 67 6    |
| Bouncette                                       | 54 8ea | —       | 87 6    |
| de luxe   | 65 8ea | —       | 105 0   |
| bouncing cradle                                 | 31 9ea | 4 2 1/2 | 55 0    |
| Cindichair                                      | 17 6ea | 2 3 1/2 | 30 0    |
| Cinditable                                      | 23 1ea | 3 1ea   | 40 0    |
| Cindiloo  | 15 8ea | —       | 25 0    |
| Cindiseat                                       | 43 9ea | —       | 70 0    |
| Cindistand                                      | 40 8ea | —       | 65 0    |
| <b>Citrotyl (938 PD)</b>                        |        |         |         |
| tablets   | —      | —       | —       |
| <b>Citruvit (232 Carter)</b>                    |        |         |         |
| chewing tablets                                 | 3 1ea  | —       | 4 6     |
| <b>Cleen-O-Pine (1037 Reckitt)</b>              |        |         |         |
| standard  | 26 5   | —       | 2 9     |
| economy   | 38 5   | —       | 4 0     |



|  | Trade  | Tax       | Retail |   |
|--|--------|-----------|--------|---|
| pa-Safe (273 Clippa-Safe) existing entry |        |           |        | D |
| pa-Safe (273 Clippa-Safe)                |        |           |        | I |
| Anchor straps                            | 44 0   | —         | 5 6    |   |
| ursery harness B.S.I.                    | 128 0  | —         | 15 11  |   |
| ursery harness B.S.4                     | 140 0  | —         | 17 6   |   |
| alking reins                             | 40 0   | —         | 5 0    |   |
| de luxe pack                             | 15 0ea | —         | 22 6   |   |
| rior trainer                             | 23 9ea | —         | 34 11  |   |
| lot                                      | 39 6ea | —         | 59 0   |   |
| asphen (859 Moore)                       | —      | —         | —      | D |
| asphen (878 Napp)                        | —      | —         | —      | I |
| ella (859 Moore)                         | —      | —         | —      | D |
| ella (878 Napp)                          | —      | —         | —      | I |
| mollient cream 1oz                       | 21 0   | 7 8       | 3 2    |   |
| mollient cream 3oz                       | 48 0   | 17 7      | 6 3    |   |
| hi Sal (491 GB)                          | —      | —         | —      | D |
| ogel (413 Lilly)                         | —      | —         | —      |   |
| 450ml                                    | 7 3ea  | 2 8ea     | 13 6   |   |
| pericum (1261 Ucal)                      | —      | —         | —      |   |
| 4oz                                      | 54 9   | 20 1      | 8 8    |   |
| 200cc                                    | 89 0   | 32 5      | 14 1   |   |
| 80oz                                     | 48 0ea | 17 7ea    | —      |   |
| ette (1038 R & C)                        | —      | —         | —      |   |
| er shave lotion                          | 38 7   | 21 3      | 6 6    |   |
| odorant spray                            | 44 6   | 24 6      | 7 6    |   |
| e-electric shave                         | 38 7   | 21 3      | 6 6    |   |
| aving bowl                               | 59 8   | 21 11     | 9 6    |   |
| efill                                    | 39 0   | 14 3      | 6 0    |   |
| alum powder                              | 38 7   | 21 3      | 6 6    |   |
| ushless cream                            | —      | —         | —      | D |
| ir cream                                 | —      | —         | —      | D |
| her cream                                | —      | —         | —      | D |
| ampoo                                    | —      | —         | —      | D |
| aving stick & refill                     | —      | —         | —      | D |
| edin (366 Dendron)                       | —      | —         | —      |   |
| o.1 4oz                                  | 43 2   | 22 6      | 7 0    |   |
| o.2 4oz                                  | 43 2   | 22 6      | 7 0    |   |
| ack (1038 R & C)                         | —      | —         | —      |   |
| en's hair dressing                       | —      | —         | —      |   |
| rosol 6oz                                | 38 0   | 20 11     | 6 0    |   |
| rosol 18oz                               | 81 9   | 45 0      | 12 10  |   |
| um                                       | —      | —         | —      | D |
| ta Brava (106 Beetham)                   | —      | —         | —      |   |
| ntan cream 30g                           | 24 9   | 13 7      | 4 3    |   |
| ntan cream 50g                           | —      | —         | —      | D |
| y (301 Coty)                             | —      | —         | —      |   |
| nshimmer make-up                         | —      | —         | —      |   |
| small                                    | 60 3   | 33 8      | 10 6   |   |
| al (333 Cupal)                           | —      | —         | —      |   |
| sk cream                                 | 23 6   | 7 8       | 3 4    |   |
| acho (336 Curacho)                       | —      | —         | —      |   |
| th salts 12oz                            | 22 0   | 7 8       | 3 4    |   |
| brocation 3oz                            | 22 0   | 7 8       | 3 4    |   |
| 6oz                                      | 36 8   | 12 9      | 5 6    |   |
| 2 1/2oz                                  | 22 0   | 7 8       | 3 4    |   |
| 5oz                                      | 32 0   | 11 1      | 4 10   |   |
| terinary 3oz                             | 21 6   | 7 6       | 3 2    |   |
| 6oz                                      | 33 0   | 11 6      | 5 0    |   |
| 10oz                                     | 52 6   | 18 4      | 7 10   |   |
| 40oz                                     | 12 0ea | 4 3ea     | 21 6   |   |
| 80oz                                     | 19 6ea | 7 0ea     | 35 3   |   |
| assage cream 1 1/2oz                     | 27 0   | 9 5       | 4 1    |   |
| me liniment 6oz                          | 50 0   | 17 5      | 7 6    |   |
| rit dressing veterinary                  | —      | —         | —      |   |
| 6oz                                      | 27 0   | 9 5       | 4 1    |   |
| 40oz                                     | 100 0  | 34 10     | 15 0   |   |
| raglen (232 Carter)                      | —      | —         | —      |   |
| ugh mixture 100ml                        | 2 1ea  | 9ea       | 4 0    |   |
| 85ml                                     | —      | —         | —      | D |
| ons (338 Cussons)                        | —      | —         | —      |   |
| ather after shave                        | 171 1  | 92 11     | 33 0   |   |
| hair dressing                            | 171 1  | 92 11     | 33 0   |   |
| talcum                                   | 114 1  | 61 11 1/2 | 22 0   |   |
| perial Leather                           | —      | —         | —      |   |
| anti-perspirant                          | 49 7   | 26 11 1/2 | 8 6    |   |
| bath gelee                               | 82 7   | 29 10 1/2 | 12 6   |   |
| ampoo                                    | 42 11  | 15 6 1/2  | 6 6    |   |
| alum 4oz                                 | 23 4   | 12 8      | 4 0    |   |
| 10oz                                     | 46 8   | 25 4 1/2  | 8 0    |   |
| ple Blossom talc                         | 28 8   | 14 6      | 4 11   |   |
| ie Hyacinth talc                         | 30 7   | 15 5      | 5 3    | I |
| ination talc                             | 28 8   | 14 6      | 4 11   |   |
| perial Leather                           | —      | —         | —      |   |
| illiantine solid                         | 16 0   | 8 1       | 2 9    |   |
| ap toilet                                | 11 2   | 3 9       | 1 6    |   |
| bath                                     | 18 1   | 6 1       | 2 5    |   |
| ie bath cubes                            | 4 4    | 2 2       | 9      |   |
| lection talc                             | 30 7   | 15 5      | 5 3    |   |
| ild Lavender bath                        | —      | —         | —      |   |
| ubes                                     | 4 4    | 2 2       | 9      |   |
| ild Ginger talc                          | —      | —         | —      | D |
| (2 Abbott) T5                            | —      | —         | —      |   |
| ution 250mg 100ml                        | 13 3ea | —         | 19 11  |   |
| D. (359 DDD)                             | —      | —         | —      |   |
| istributors 366 Dendron)                 | —      | —         | —      |   |
| inary small                              | 29 9   | 10 4      | 4 0    |   |
| medium                                   | 44 7   | 15 6      | 6 0    |   |
| large                                    | 62 7   | 21 9      | 8 5    |   |
| 16oz                                     | 133 9  | 46 7      | 18 0   |   |
| tra strong medium                        | 44 7   | 15 6      | 6 0    |   |
| large                                    | 62 7   | 21 9      | 8 5    |   |
| 16oz                                     | 133 9  | 46 7      | 18 0   |   |
| m tube                                   | 29 9   | 10 4      | 4 0    |   |
| 37 2                                     | 12 11  | 5 0       |        |   |
| jar                                      | 40 3   | 14 0      | 5 5    |   |
| 16oz                                     | 156 1  | 54 4      | 21 0   |   |
| 14 10                                    | 5 2    | 2 0       |        |   |
| ret (661 Jabley)                         | —      | —         | —      |   |
| er shave lotion                          | 63 0   | 33 9      | 10 10  |   |
| odorant Cologne                          | 63 0   | 33 9      | 10 10  |   |
| on (859 Moore)                           | —      | —         | —      | D |

|                                     | Trade    | Tax       | Retail |   |
|-------------------------------------|----------|-----------|--------|---|
| Deedon (878 Napp)                   | —        | —         | —      | I |
| Dentosine (337 CG)                  | —        | —         | —      |   |
| 100ml                               | 28 6     | 10 5      | 4 5    |   |
| 4oz                                 | —        | —         | —      | D |
| Dentu-Creme (1178 Stafford)         | —        | —         | —      |   |
| 18 4                                | 6 9      | 2 9       |        |   |
| 26 1                                | 9 7      | 3 11      |        |   |
| 37 6                                | 13 9     | 5 6       |        |   |
| De-Odo (67 Ashe)                    | —        | —         | —      |   |
| litter pan spray                    | 29 4     | —         | 3 6    |   |
| Dermasan (1038 R & C)               | —        | —         | —      |   |
| medicated cream tube                | 31 6     | 11 7      | 4 6    |   |
| Desert Flower (1131 Shulton)        | —        | —         | —      |   |
| hand & body lotion                  | 1814     | 65 0      | 34 10  |   |
| roll-on perfume                     | 2779     | 69 3      | 37 2   |   |
| sparkling Cologne                   | 1701     | 83 9      | 44 11  |   |
| talcum powder                       | 1923     | 37 6      | 20 1   |   |
| Corn Silk powder                    | —        | —         | —      |   |
| refill                              | 6533     | —         | —      | D |
| Dethmor (506 Gerhardt)              | —        | —         | —      |   |
| 5 concentrate                       | 44 0     | —         | 5 6    |   |
| 11b                                 | 124 0    | —         | 15 6   |   |
| 71b                                 | 52 0ea   | —         | 78 0   |   |
| 281b                                | 177 4ea  | —         | 266 0  |   |
| 561b                                | 326 0ea  | —         | 490 0  |   |
| plusbait                            | 11b      | 32 0      | 4 0    |   |
| 31b                                 | 70 0     | —         | 8 9    |   |
| 71b                                 | 11 8ea   | —         | 17 6   |   |
| 281b                                | 32 0ea   | —         | 48 0   |   |
| 561b                                | 63 4ea   | —         | 95 0   |   |
| Dettol (1037 Reckitt)               | —        | —         | —      | A |
| small                               | 13 5     | 4 7       | 1 11   |   |
| medium                              | 23 5     | 7 11 1/2  | 3 4    |   |
| large                               | 38 6     | 13 1      | 5 6    |   |
| 1gal                                | 271 0    | 91 10 1/2 | 35 0   |   |
| Dianimol (1023 Radiol)              | —        | —         | —      |   |
| syrup 450ml                         | 115 0    | 42 2      | 17 0   |   |
| Diminex (721 LC)                    | —        | —         | —      |   |
| ointment                            | 37 1     | 12 11     | 5 3    |   |
| suppositories                       | 42 5     | 14 9      | 6 0    |   |
| Dinium (232 Carter)                 | —        | —         | —      |   |
| mouth ulcer tablets 30              | 1 10ea   | 8ea       | 3 6    |   |
| Distampin (387 Dista)               | —        | —         | —      | D |
| Distaquaine V-K (378 Dista)Ts       | —        | —         | —      |   |
| elixir 100ml                        | 4 6ea    | —         | 6 9    |   |
| 60ml                                | —        | —         | —      | D |
| Distavone (378 Dista)               | —        | —         | —      |   |
| single dose                         | —        | —         | —      | D |
| Distivit (378 Dista)                | —        | —         | —      |   |
| elixir 115ml                        | 3 0ea    | —         | 4 6    |   |
| 1000ml                              | 22 0ea   | —         | 33 0   |   |
| 4oz & 40oz                          | —        | —         | —      | D |
| Domestos (382 Domestos)             | —        | —         | —      |   |
| regular                             | 18 1     | —         | 1 9    |   |
| giant                               | 27 5     | —         | 2 8    |   |
| Dormel (1426 UN)                    | —        | —         | —      |   |
| feeders                             | —        | —         | 2 9    |   |
| teats                               | —        | —         | 11     |   |
| Drapolene (218 Calmic)              | —        | —         | —      |   |
| 100g                                | 56 0     | —         | 7 0    |   |
| Dutch Drops (1261 Ucal)             | —        | —         | —      |   |
| 4dr.                                | 16 9     | 6 2       | 2 11   |   |
| 1oz                                 | 20 9     | 7 7       | 3 6    |   |
| 2oz                                 | 31 0     | 11 4      | 5 2    |   |
| 36                                  | 32 0     | 11 9      | 5 2    |   |
| 100                                 | 59 9     | 21 11     | 9 9    |   |
| capsules                            | —        | —         | —      |   |
| Dylon (816 Mayborn)                 | —        | —         | —      |   |
| rie & dye kit                       | 120 0    | —         | 15 0   |   |
| Efferdent (721 LC)                  | —        | —         | —      |   |
| tablets                             | 12 13 11 | 4 10      | 2 0    |   |
| 20                                  | 22 1     | 7 8       | 3 2    |   |
| 18 & 28                             | —        | —         | —      | D |
| Eldermint (232 Carter)              | —        | —         | —      |   |
| lile drops 25ml                     | 2 1ea    | 9ea       | 4 0    |   |
| 28ml                                | —        | —         | —      | D |
| cough mixture 100ml                 | 2 1ea    | 9ea       | 4 0    | I |
| 85ml                                | —        | —         | —      | D |
| Elizabeth Arden (66 Arden)          | —        | —         | —      |   |
| salon set                           | —        | —         | 58 0   |   |
| Elle (325 C-A)                      | —        | —         | —      |   |
| aerosol 48g                         | 31 11    | 17 7      | 5 0    |   |
| Elnett (525 Golden)                 | —        | —         | —      |   |
| Satin aerosol 450g                  | 150 0    | 82 6      | 25 0   |   |
| Elsan Blue (418 E)†                 | —        | —         | —      |   |
| sanitary fluid                      | —        | —         | —      |   |
| 8 charges                           | 63 0     | —         | 7 0    |   |
| 16 charges                          | 94 6     | —         | 10 6   |   |
| 32 charges                          | 157 6    | —         | 17 6   |   |
| powder                              | 9 0      | —         | 1 0    | I |
| Elsanol (418 E)                     | —        | —         | —      |   |
| 1gal                                | 103 6    | —         | 11 6   |   |
| Endevac (969 Pfizer)                | —        | —         | —      |   |
| low pest vaccine 50ml               | 4 9ea    | —         | 5 9    |   |
| 250ml                               | 22 11ea  | —         | 27 0   |   |
| 500ml                               | 45 6ea   | —         | 53 6   |   |
| Endocil (1419 Intec) existing entry | —        | —         | —      | D |
| Endocil (1419 Intec)                | —        | —         | —      | I |
| foundation cream 30g                | 55 7     | 30 7      | 9 6    |   |
| hand care cream 38g                 | 39 6     | 21 9      | 6 9    |   |
| moisturising lotion                 | —        | —         | —      |   |
| 28g                                 | 60 0     | 33 0      | 10 3   |   |
| 60g                                 | 102 5    | 56 4      | 17 6   |   |
| 28g                                 | 60 0     | 33 0      | 10 3   |   |
| skin cleanser                       | 150g     | 70 3      | 38 8   |   |
| skin tonic & freshener              | 150cc    | 96 7      | 53 2   |   |
| sun-care lotion                     | 110g     | 70 3      | 38 8   |   |

|  |           | Trade     | Tax        | Retail  |   |
|--|-----------|-----------|------------|---------|---|
| treatment cream                                  | 30g       | 54 1      | 29 9       | 9 3     |   |
|  | 75g       | 112 8     | 62 0       | 19 3    |   |
|  | 120g      | 166 9     | 91 9       | 28 6    |   |
| Escapade (1131 Shulton)                          |           |           |            |         |   |
| calcum   |           | 37 6      | 20 1       | 6 6     |   |
| Eupinal (339 CG)                                 |           |           |            |         |   |
|  | 100ml     | 28 0      | 10 3       | 4 7     |   |
|  | 200ml     | 50 0      | 18 4       | 8 0     |   |
|  | 4oz & 8oz | —         | —          | —       | D |
| Ever Ready (964 Personna)                        |           |           |            |         |   |
| corn knife                                       |           | 37 0      | 13 7       | 5 9     |   |
| blades   | (3)       | 16 1      | 5 11       | 2 6     |   |
| razor set Gem                                    |           | 48 0      | 17 6       | 7 6     |   |
| razor blades                                     |           |           |            |         |   |
| Corrux   | (5)       | 40 9      | 15 0       | 3 2     |   |
|  |           | (24 pkts) | (24 pkts)  |         |   |
| premium  | (5)       | 43 11     | 16 2       | 3 5     |   |
|  |           | (24 pkts) | (24 pkts)  |         |   |
| stainless  | (4)       | 49 3      | 18 1       | 3 10    |   |
|  |           | (24 pkts) | (24 pkts)  |         |   |
| Everest (252 Chelspa)                            |           |           |            |         |   |
| sting relief lotion                              | 1 1/2oz   | 19 6      | 7 2        | 3 0     |   |
| Express (1036 RB & C)                            |           |           |            |         |   |
| powders and tablets                              |           |           |            |         |   |
| 8 powders or 16                                  |           |           |            |         |   |
| tablets  |           | 18 1      | 6 8        | 2 10    |   |
| 22 powders                                       |           | 46 3      | 17 0       | 6 10    |   |
| 70 powders                                       |           | 11 10ea   | 4 4ea      | 2 for 9 |   |
| Fairy (1010 P & G)                               |           |           |            |         |   |
| soap complexion                                  |           | 58 0      | 20 9       | 1 3     |   |
|  |           | (6doz)    | (6doz)     |         |   |
| bath   |           | 59 6      | 21 3       | 1 11    |   |
|  |           | (4doz)    | (4doz)     |         |   |
| family   |           | 37 6      | 13 5       | 2 5     |   |
|  |           | (2doz)    | (2doz)     |         |   |
| Faithful (976 Petfoods)                          |           |           |            |         |   |
| handy  |           | 71 6      | 13 10      | 1 5     |   |
|  |           | (6 doz)   | (6 doz)    |         |   |
| large  |           | 86 10     | 16 9       | 2 7     |   |
|  |           | (4 doz)   | (4 doz)    |         |   |
| Farex (518 Glaxo)                                |           |           |            |         |   |
| (distributors 448 Farleys)                       |           |           |            |         |   |
| fingers 6oz                                      |           | 41 6      | —          | 2 2     |   |
|  |           | (2 doz)   |            |         |   |
| Farleys (448 Farleys)                            |           |           |            |         |   |
| baby dinners and sweets                          |           |           |            |         |   |
| 1 1/2oz  |           | 13 9      | —          | 1 6     |   |
| baby rice  |           | 19 3      | —          | 2 0     |   |
| rusks  | small     | 21 0      | —          | 1 1     |   |
|  |           | (2 doz)   |            |         |   |
| large  |           | 20 0      | —          | 2 1     |   |
| family   |           | 28 10     | —          | 3 0     |   |
| Fenjal (1113 S & B)                              |           |           |            |         |   |
| Classic beauty soap                              |           | 41 2      | 13 9       | 5 10    |   |
| creme bath                                       | 21cc      | 28 2      | 14 3       | 4 5     |   |
|  | 42cc      | 54 9      | 27 8       | 8 7     |   |
|  | 98cc      | 113 1     | 57 2       | 17 9    |   |
|  | 231cc     | 229 5     | 115 11     | 36 0    |   |
| decanter   | 140cc     | 203 11    | 103 0      | 32 0    |   |
|  | 370cc     | 37 2ea    | 18 9 1/2ea | 70 0    |   |
| Satin Touch talc                                 | 100g      | 55 9      | 28 2       | 8 9     |   |
| Fresh creme bath                                 | 21cc      | 28 2      | 14 3       | 4 5     |   |
|  | 42cc      | 54 9      | 27 8       | 8 7     |   |
|  | 98cc      | 113 1     | 57 2       | 17 9    |   |
|  | 231cc     | 229 5     | 115 11     | 36 0    |   |
| decanter   | 140cc     | 203 11    | 103 0      | 32 0    |   |
| Feroglen (232 Carter)                            |           |           |            |         |   |
| tablets  | 130       | 2 4ea     | 10ea       | 4 6     |   |
| Fisherman's Friend (771 LCPL)                    |           |           |            |         |   |
| family linctus                                   |           | 18 0      | 6 7        | 2 9     |   |
| Fix (11351 WLU)                                  |           |           |            |         |   |
| hair setting lotion                              |           | 19 8      | 10 10      | 1 8     |   |
|  |           | (2doz)    | (2doz)     |         |   |
| Folks (1152 SK) †DD1                             |           | 20 7      | —          | 2 7     |   |
| Formula 21 (826 Medex) †4B                       |           |           |            |         |   |
| hormone cream 4oz                                |           | 42 0ea    | —          | 63 0    |   |
| Formula 77 (826 Medex)                           |           |           |            |         |   |
| Galega pills 105                                 |           | 11 8ea    | —          | 17 6    |   |
| Flours de Rochaille (1071 Robins) existing entry |           |           |            |         | D |
| Flours de Rochaille (1071 Robins)                |           |           |            |         | I |
| Cologne  | 60        | 14 0ea    | 7 9ea      | 30 0    |   |
|  | 120       | 24 0ea    | 13 3ea     | 50 0    |   |
|  | 240       | 38 0ea    | 20 11ea    | 80 0    |   |
| spray  |           | 31 0ea    | 17 0ea     | 65 0    |   |
| dusting powder                                   |           | 25 0ea    | 13 9ea     | 52 0    |   |
| eau de toilette                                  | 60        | 21 0ea    | 11 7ea     | 45 0    |   |
|  | 120       | 36 0ea    | 19 10ea    | 75 0    |   |
|  | 240       | 55 0ea    | 30 3ea     | 115 0   |   |
| spray  |           | 35 0ea    | 19 3ea     | 72 0    |   |
| perfume  | 5         | 20 0ea    | 11 0ea     | 43 3    |   |
|  | 7         | 36 0ea    | 19 10ea    | 75 0    |   |
|  | 15        | 57 0ea    | 29 4ea     | 120 0   |   |
|  | 30        | 86 0ea    | 47 4ea     | 180 0   |   |
|  | 60        | 134 0ea   | 73 9ea     | 280 0   |   |
| spray  |           | 40 0ea    | 22 0ea     | 84 0    |   |
| Focus (1242 Toni)                                |           |           |            |         |   |
| hair highlight                                   |           | 24 10     | 13 8       | 4 0     |   |
| Colorcade  |           | —         | —          | —       | D |
| Folic Acid (413 Lilly)                           |           |           |            |         |   |
| tablets 5mg                                      | 1000      | 19 3ea    | —          | 28 11   |   |
| Forhans (1113 S & 8)                             |           |           |            |         |   |
| toothpaste                                       |           | 27 8      | 9 3        | 3 11    |   |
| Franol (97 Bayer) †1s4A                          |           |           |            |         |   |
| tablets  | 100       | 90 0      | —          | —       |   |
|  | 500       | 33 11ea   | —          | —       |   |
|  | 1000      | 66 4ea    | —          | —       |   |
| Franol Expect (97 Bayer) †1s14A                  |           |           |            |         |   |
|  | 150ml     | 62 0      | —          | —       |   |
|  | 11        | 22 4ea    | —          | —       |   |
| Franol-Plus (97 Bayer) †1s4A                     |           |           |            |         |   |
| tablets  | 50        | 79 0      | —          | —       |   |
|  | 250       | 28 7ea    | —          | —       |   |



|                                       | Trade           | Tax            | Retail    |
|---------------------------------------|-----------------|----------------|-----------|
| <b>Freshette (1038 R &amp; C)</b>     |                 |                |           |
| deodorant spray                       | 45 8            | 25 1           | 7 0       |
| tissues                               | 22 10           | 12 7           | 3 6       |
| <b>Fumic (232 Carter)</b>             |                 |                |           |
| vaporising rub 28g                    | 1 10ea          | 8ea            | 3 6       |
| <b>Gale's (449 JF)</b>                |                 |                |           |
| <b>Gale's (1449 R &amp; CFD)</b>      |                 |                |           |
| honey set 1lb                         | 21 8            | —              | 2 2       |
| clear 1lb                             | 21 8            | —              | 2 2       |
| <b>Gamgee (1073 Robinson)</b>         |                 |                |           |
| tissue B.P.C.                         | 18 2            | —              | —         |
| 2oz                                   | 32 6            | —              | —         |
| 4oz                                   | 59 6            | —              | —         |
| 8oz                                   | 112 0           | —              | —         |
| 16oz                                  | 16 0            | —              | —         |
| pink label                            | 2oz             | —              | —         |
| 4oz                                   | 28 3            | —              | —         |
| 8oz                                   | 51 0            | —              | —         |
| 16oz                                  | 94 0            | —              | —         |
| <b>Gardenal (971 P5MB) fsls4A</b>     |                 |                |           |
| tablets 15mg                          | 100 18 0        | —              | 2 3       |
| 1000                                  | 66 0            | —              | 8 3       |
| 30mg                                  | 100 20 0        | —              | 2 6       |
| 500                                   | 52 0            | —              | 6 6       |
| 1000                                  | 90 0            | —              | 11 3      |
| 60mg                                  | 100 26 0        | —              | 3 3       |
| 1000                                  | 12 0ea          | —              | 18 0      |
| 100mg                                 | 100 36 0        | —              | 4 6       |
| 1000                                  | 18 6ea          | —              | 27 9      |
| <b>Geordie (1463 VBL)</b>             |                 |                |           |
| home brewing kits                     | 2gal            | 6 5ea          | — 9 0     |
| bitter                                | 5gal            | 10 0ea         | — 14 0    |
| lager                                 | 2gal            | 6 5ea          | — 9 0     |
| 5gal                                  | 10 0ea          | —              | 14 0      |
| <b>Geriden (369 DL)</b>               |                 |                |           |
| elixir                                | —               | —              | — D       |
| <b>Germaine Monteil (1486 GM)</b>     |                 |                |           |
| Color Blend                           | —               | —              | 40 0      |
| luxury compact                        | —               | —              | —         |
| <b>Gillette (514 Gillette)</b>        |                 |                |           |
| blades blue (5)                       | 21 11 (20 pkts) | 8 0½ (20 pkts) | 2 0       |
| blue extra (5)                        | 30 1 (20 pkts)  | 11 0 (20 pkts) | 2 9       |
| razors                                | 32 10           | 12 0½          | 5 0       |
| 3-piece                               | 164 1           | 60 2           | 25 0      |
| Adjustable set                        | 85 5            | 31 4           | 13 6      |
| Slim Twist set                        | —               | —              | —         |
| shaving cream                         | 290g            | 61 6           | 21 5 9 0  |
| foamy aerosol                         | —               | —              | —         |
| <b>Gill's (101 Beautisales)</b>       |                 |                |           |
| shampoo sachets                       | —               | —              | — D       |
| <b>Glen (232 Carter)</b>              |                 |                |           |
| anti-smoking tablets                  | 4 7ea           | 1 8ea          | 9 0       |
| cherry slumber tea                    | 2 4ea           | 10ea           | 4 6       |
| cleansing herbs                       | 1 11ea          | 8½ea           | 3 6       |
| nasal script                          | 2 4ea           | 10ea           | 4 6       |
| rosemary hair tonic                   | 110ml           | 2 0ea          | 1 1ea 4 6 |
| shampoo                               | 55ml            | 1 7ea          | 7ea 3 0   |
| smoking mixture                       | 100g            | 2 5ea          | — 3 6     |
| wheat germ flakes                     | 12oz            | 2 6ea          | — 3 6     |
| <b>Glenco (232 Carter)</b>            |                 |                |           |
| essence                               | 100ml           | 2 1ea          | 9ea 4 0   |
| 200ml                                 | 3 1ea           | 1 1½ea         | 6 0       |
| 85ml & 170ml                          | —               | —              | — D       |
| <b>Glenelm (232 Carter)</b>           |                 |                |           |
| medicated soap                        | 1 1ea           | 5ea            | 2 0       |
| shaving soap refill                   | 1 3ea           | 5½ea           | 2 6       |
| <b>Glenergy (232 Carter)</b>          |                 |                |           |
| tablets                               | 40 2 7ea        | 11ea           | 5 0       |
| <b>Glenol (232 Carter)</b>            |                 |                |           |
| rubbing oils                          | 100ml           | 2 4ea          | 10ea 4 6  |
| <b>Glentona (232 Carter)</b>          |                 |                |           |
| blood mixture                         | 100ml           | 2 7ea          | 11ea 5 0  |
| 200ml                                 | 4 2ea           | 1 6ea          | 8 0       |
| 85ml & 170ml                          | —               | —              | — D       |
| <b>Golden Babe (761 Lilia-White)</b>  |                 |                |           |
| disposable nappy liners               | 50 34 0         | —              | 3 11      |
| <b>Gomina Argentina (1407 Jaccaz)</b> |                 |                |           |
| hair fixative tube                    | 42 0            | 23 1           | 7 3       |
| jar                                   | 64 0            | 35 2           | 13 4      |
| <b>Gordon Moore (1038 R &amp; C)</b>  |                 |                |           |
| cosmetic toothpaste                   | 19 5            | 7 1            | 2 9       |
| 28 3                                  | 10 4            | —              | 4 0       |
| <b>Goya (532 Goya)</b>                |                 |                |           |
| bath blossoms                         | 35 3            | 19 5           | 6 0       |
| bubble bath                           | 12 10           | 4 8½           | 2 0       |
| Cologne stick                         | 37 8            | 20 8½          | 6 5       |
| hand lotion                           | 37 8            | 20 8½          | 6 5       |
| perfume                               | 37 8            | 20 8½          | 6 5       |
| perfume Cologne                       | 37 8            | 20 8½          | 6 5       |
| soap (I)                              | 21 3            | 7 9½           | 3 0       |
| spray set                             | 53 0            | 29 2           | 9 0       |
| talcum                                | 34 0            | 18 8½          | 5 10      |
| Cedar Wood                            | —               | —              | —         |
| after shave lotion                    | 47 0            | 25 10          | 8 0       |
| Cologne                               | 53 0            | 29 2           | 9 0       |
| deodorant stick                       | 41 3            | 22 8           | 7 0       |
| aerosol                               | 47 0            | 25 10          | 8 0       |
| foam shave                            | 56 10           | 20 10          | 8 10      |
| hair cream                            | 35 3            | 19 5           | 6 0       |
| pre-electric shave                    | 47 0            | 25 10          | 8 0       |
| shave cream brushless                 | 31 0            | 11 4½          | 4 10      |
| lather                                | 31 0            | 11 4½          | 4 10      |

|   | Trade                   | Tax     | Retail |
|---|-------------------------|---------|--------|
| shaving bowl                              | 69 8                    | 25 6½   | 10 10  |
| refill                                    | 38 8                    | 14 2    | 6 0    |
| talcum 110g                               | 35 3                    | 19 5    | 6 0    |
| 170g                                      | 53 0                    | 29 2    | 9 0    |
| <b>Gromidin (115 Bengue)</b>              |                         |         |        |
| Gucki (16 AGL)                            | —                       | —       | 13 9   |
| 35 mm viewer                              | —                       | —       | — D    |
| <b>Haemovin (859 Moore)</b>               |                         |         |        |
| <b>Haemovin (878 Napp)</b>                |                         |         |        |
| <b>Halex (80 BXL)</b>                     |                         |         |        |
| baby bath                                 | F440 242 0              | 33 3    | 33 0   |
| F465 293 6                                | 40 4                    | 40 0    | —      |
| stand                                     | F449 238 2              | 32 10   | 32 6   |
| F466 308 0                                | 42 4                    | 42 0    | —      |
| bathtime set                              | F631 461 7              | 54 1    | 62 0   |
| F641 515 2                                | 61 8                    | 69 6    | —      |
| brush                                     | F166 45 0               | 16 6    | 7 0    |
| F174 51 6                                 | 18 10                   | 8 0     | —      |
| F172 70 9                                 | 25 11                   | 11 0    | —      |
| brush/comb and                            | F632 74 0               | 27 2    | 11 6   |
| rattle                                    | —                       | —       | —      |
| brush set                                 | F634 98 2               | 44 10   | 16 0   |
| 4-piece                                   | F636 122 10             | 37 4    | 18 6   |
| 5-piece                                   | F501 80 0               | —       | 10 0   |
| chamber                                   | F512 46 0               | —       | 5 9    |
| 7in                                       | F502 60 0               | —       | 7 6    |
| 8in                                       | F509 76 0               | —       | 9 6    |
| non-spill                                 | F474 29 0               | 4 0     | 4 0    |
| feeder beaker                             | F471 102 3              | 14 0    | 14 0   |
| keep warm plate                           | F439 117 0              | 16 1    | 16 0   |
| layette basket                            | F438 209 0              | 28 6    | 28 6   |
| with nylon cover                          | F315 58 8               | 8 1     | 8 0    |
| mealtime set                              | F376 67 6               | 9 3     | 9 3    |
| F375 95 3                                 | 13 1                    | 13 0    | —      |
| baby training seat                        | F431 112 0              | —       | 14 0   |
| adjustable                                | F472 96 0               | —       | 12 0   |
| chamber adult                             | G301 74 0               | —       | 9 3    |
| childs bib                                | F477 64 0               | —       | 8 0    |
| denture brush                             | A400 34 0               | —       | 4 3    |
| nursery play blocks                       | F700 47 2               | 17 3    | 88 0   |
| F701 47 2                                 | 17 3                    | 88 0    | —      |
| nursery vanity casket                     | F638 657 5              | 94 1    | 90 0   |
| nursery bin with                          | F400 164 0              | 22 6    | 22 6   |
| deodoriser                                | E342 10 3               | 5 8     | 1 9    |
| soap case polythene                       | E345 13 9               | 7 6     | 2 4    |
| bath size                                 | Lectro-dent K110 46 0ea | 12 10ea | 82 0   |
| toothbrush                                | replacement K111 22 0   | —       | 2 9    |
| toothbrushes children's                   | nylon Noddy A191 14 8   | —       | 1 10   |
| nylon Noddy A192 18 0                     | —                       | 2 3     | —      |
| bristle Noddy A197 24 0                   | —                       | 3 0     | —      |
| junior twin                               | toothbrushes nylon      | —       | —      |
| short head A262 18 8                      | —                       | 2 4     | —      |
| long head A252 18 8                       | —                       | 2 4     | —      |
| twin A267 28 0                            | —                       | 3 6     | —      |
| Capri A259 32 0                           | —                       | 4 0     | —      |
| toothbrushes bristle                      | short head A263 32 0    | —       | 4 0    |
| long head A253 32 0                       | —                       | 4 0     | —      |
| smokers brush A211 32 0                   | —                       | 4 0     | —      |
| <b>Hamaran (232 Carter)</b>               |                         |         |        |
| cream 30g                                 | 3 0ea                   | 1 1ea   | 6 0    |
| suppositories 12                          | 4 0ea                   | 1 5½ea  | 8 0    |
| <b>Harpic (1037 Reckitt)</b>              |                         |         |        |
| lavatory cleanser                         | 16 6                    | —       | 1 10   |
| 26 10                                     | —                       | 3 0     | —      |
| <b>Heinz (593 Heinz)</b>                  |                         |         |        |
| baby beaker                               | 13 4                    | —       | 1 9    |
| <b>Helena Rubinstein (596 HR)</b>         |                         |         |        |
| eyeliner automatic                        | —                       | —       | 35 0   |
| refill                                    | —                       | —       | 17 6   |
| <b>Histalog (413 Lilly)</b>               |                         |         |        |
| ampoules 50mg/ml                          | 6 48 10ea               | —       | 73 3   |
| <b>Hold &amp; Shine (1038 R &amp; C)</b>  |                         |         |        |
| hair spray                                | 31 3                    | 17 2    | 4 9    |
| <b>Homyped (49 Aneson) existing entry</b> |                         |         |        |
| <b>Homyped (1515 EML)</b>                 |                         |         |        |
| (distribution 1545 Vestric)               |                         |         |        |
| exercise sandals                          | pair 22 0               | —       | 29 3   |
| children's pair 24 6                      | 3 4½                    | 36 0    | —      |
| ladies' pair 27 0                         | 3 8½                    | 39 9    | —      |
| men's                                     | —                       | —       | —      |
| <b>Horlicks (103 Beecham)</b>             |                         |         |        |
| 1lb                                       | 24 9                    | —       | 2 4    |
| 1lb                                       | 41 7                    | —       | 4 0    |
| 1lb                                       | 71 10                   | —       | 7 0    |
| 3lb                                       | 97 6                    | —       | 19 0   |
| 5lb                                       | 25 2ea                  | —       | —      |
| 10lb                                      | 49 7ea                  | —       | —      |
| chocolate flavoured                       | 6oz 33 2                | —       | 3 2    |
| 12oz 60 9                                 | —                       | 5 9     | —      |
| 5lb                                       | 25 2ea                  | —       | —      |
| tablets                                   | 34 8                    | —       | 7      |
| (6doz)                                    | —                       | —       | —      |
| <b>Hudnut (631 Hudnut)</b>                |                         |         |        |
| Fashion Style                             | 43 4                    | 22 8    | 7 2    |
| soft casual                               | 68 0                    | 35 6    | 11 3   |
| very curly                                | 43 4                    | 22 8    | 7 2    |
| 68 0                                      | 35 6                    | 11 3    | —      |

|  | Trade       | Tax   | Retail   |
|--|-------------|-------|----------|
| <b>Hymosa (887 New Era)</b>                    |             |       |          |
| perfume Bouquet 1819                           | 246 0       | 135 3 | 42 0     |
| <b>Hypnotique (813 MF)</b>                     |             |       |          |
| eau de toilette aerosol                        | 92 0        | 50 7  | 15 6     |
| <b>Inco (1073 Robinson)</b>                    |             |       |          |
| garments                                       | 8 9ea       | 1 2ea | 12 5     |
| 24x28in  | 9 0ea       | 1 3ea | 12 11    |
| 28x32in  | 9 11ea      | 1 4ea | 14 1     |
| 32x36in  | 10 2ea      | 1 5ea | 14 5     |
| 36x40in  | 10 10ea     | 1 6ea | 15 5     |
| 40x44in  | 21 9        | —     | 2 3      |
| roll   | 10 4ea      | —     | 12 10    |
| cleansing tissues                              | 100         | —     | —        |
| <b>Infurno (232 Carter)</b>                    |             |       |          |
| massage cream 30g                              | 2 4ea       | 10ea  | 4 6      |
| <b>In Love (1376 Hartnell) existing entry</b>  |             |       |          |
| <b>In Love (1376 Hartnell)</b>                 |             |       |          |
| (distributors 261 Christy)                     |             |       |          |
| bath dusting powder                            | HL7 124 0   | 68 2  | 21 5     |
| creme perfume                                  | HL47 88 0   | 48 5  | 15 5     |
| HL10 88 0                                      | 48 5        | 15 5  | —        |
| eau de toilette                                | HL10/3 76 0 | 41 10 | 13 0     |
| standard                                       | HL11 115 8  | 63 7  | 19 9     |
| spray mist                                     | HL13 53 0   | 29 2  | 9 5      |
| hand lotion                                    | HL1 61 0    | 33 7  | 10 9     |
| perfume  | HL15 104 0  | 82 2  | 18 5     |
| HL5 192 0                                      | 105 7       | 33 9  | —        |
| HL2 336 0                                      | 184 10      | 58 9  | —        |
| HL3 532 0                                      | 292 7       | 98 0  | —        |
| HL6 144 0                                      | 79 2        | 24 7  | —        |
| HL9 56 0                                       | 30 10       | 9 6   | —        |
| spray talcum                                   | —           | —     | —        |
| <b>Innoxa (654 Innoxa)</b>                     |             |       |          |
| eye collection                                 | —           | —     | —        |
| Dramatic                                       | —           | —     | 6 7      |
| eyebrow pencil                                 | —           | —     | 4 3      |
| refill   | —           | —     | 12 1     |
| eye liner                                      | —           | —     | 9 3      |
| mascara block                                  | —           | —     | 16 0     |
| nail hardener                                  | —           | —     | 9 6      |
| Shadow Satin                                   | —           | —     | —        |
| Shadow Soft                                    | —           | —     | 7 6      |
| eye shadow                                     | —           | —     | 11 8     |
| with applicator                                | —           | —     | 4 8      |
| applicator                                     | —           | —     | —        |
| throat cream with                              | —           | —     | 21 0     |
| amylene  | —           | —     | 22 0     |
| super vitaliser with                           | —           | —     | —        |
| amylene  | —           | —     | —        |
| <b>Inositol (127 Bioglan)</b>                  |             |       |          |
| capsules 500mg 90                              | 26 8ea      | —     | 40 0     |
| <b>Iso-Brovon (859 Moore)</b>                  |             |       |          |
| <b>Iso-Brovon (878 Napp)</b>                   |             |       |          |
| <b>Iso-Rapid (16 AGL)</b>                      |             |       |          |
| outfit IC                                      | —           | —     | 126 2    |
| <b>Isovon (859 Moore)</b>                      |             |       |          |
| <b>Isovon (859 Napp)</b>                       |             |       |          |
| <b>Jabley (661 Jabley)</b>                     |             |       |          |
| bath oil 90cc                                  | 62 0        | 33 3  | 10 10    |
| cleansing cream 65g                            | 38 0        | 20 5  | 6 7      |
| Cologne blue 108cc                             | 75 0        | 40 3  | 12 10    |
| iced 108cc                                     | 75 0        | 40 3  | 12 10    |
| creme bloc standard                            | 18 0        | 6 5   | 2 10     |
| junior   | 23 0        | 8 3   | 3 7      |
| creme de nuit 65g                              | 44 0        | 23 7  | 7 7      |
| creme lotion 80cc                              | 35 0        | 18 9  | 6 0      |
| crystal moisturiser 65g                        | 44 0        | 23 7  | 7 7      |
| face powder                                    | 44 0        | 23 7  | 7 7      |
| foundation cream 65g                           | 44 0        | 23 7  | 7 7      |
| honeydew lipstick                              | 60 0        | 32 3  | 10 7     |
| lanolised creme 65g                            | 44 0        | 23 7  | 7 7      |
| perfumed Flower Drum                           | 82 0        | 44 0  | 14 2     |
| 15cc   | 35 0        | 18 9  | 6 0      |
| skin fresh 90cc                                | 109 0       | 58 5  | 18 10    |
| 6½oz   | 63 0        | 33 9  | 10 10    |
| toilette bouquet 105cc                         | 63 0        | 33 9  | 10 10    |
| fragrance 105cc                                | 63 0        | 33 9  | 10 10    |
| <b>Je Reviens (1350 Worth)</b>                 |             |       |          |
| eau de Cologne                                 | 150cc       | —     | 90 0     |
| Boule Luxe                                     | 150cc       | —     | 110 0    |
| eau de toilette                                | —           | —     | —        |
| Boule Luxe                                     | —           | —     | —        |
| face powder                                    | —           | —     | —        |
| lotions  | —           | —     | —        |
| <b>Johnsons (672 Johnson)</b>                  |             |       |          |
| protective pants                               | 24 9ea      | 3 5   | 36 9     |
| 27 5ea   | 3 9         | 40 6  | —        |
| 29 2ea   | 4 0         | 43 1  | —        |
| interliners 12                                 | 78 0        | —     | 9 6      |
| <b>Juvena (1487 Juvena)</b>                    |             |       |          |
| after sun mask                                 | —           | —     | 25 0     |
| —  | —           | —     | 37 6     |
| creme sun air                                  | —           | —     | 18 6     |
| moisture sun fluid                             | —           | —     | 21 0     |
| sun air gel                                    | —           | —     | 24 0     |
| <b>Kaylene (684 Kaylene) existing entry</b>    |             |       |          |
| <b>Kaylene (684 Kaylene)</b>                   |             |       |          |
| (distributors 1545 Vestric)                    |             |       |          |
| 150g   | 28 10       | 10 7  | 4 2      |
| <b>Kaylene-OI (684 Kaylene) existing entry</b> |             |       |          |
| <b>Kaylene-OI (684 Kaylene)</b>                |             |       |          |
| (distributors 1545 Vestric)                    |             |       |          |
| 450ml  | 60 0        | 22 0  | 8 7      |
| with phenolphthalein                           | 450ml       | 60 0  | 22 0 8 7 |



|  | Trade                      | Tax     | Retail  |
|--|----------------------------|---------|---------|
| t (693 Kent)                           |                            |         |         |
| toothbrushes                           |                            |         |         |
| De Luxe                                | 67 4                       | —       | 8 5     |
| Classic                                | 46 0                       | —       | 5 9     |
| Vessler                                | 60 8                       | —       | 7 7     |
| ex. hard                               | 64 0                       | —       | 8 0     |
| Vessler machine made                   |                            |         |         |
| nylon                                  | 20 8                       | —       | 2 7     |
| ark Lane                               | 30 0                       | —       | 3 9     |
| ex. hard                               | 33 4                       | —       | 4 2     |
| Contour                                | 33 4                       | —       | 4 2     |
| edegree                                | 28 0                       | —       | 3 6     |
| ex. hard                               | 33 4                       | —       | 4 2     |
| smokers                                | 35 4                       | —       | 4 5     |
| touchheart                             | 28 0                       | —       | 3 6     |
| uper                                   | 56 0                       | —       | 7 0     |
| arley Street                           | 28 0                       | —       | 3 6     |
| ex. hard                               | 33 4                       | —       | 4 2     |
| orthhead nylon                         | 15 4                       | —       | 1 11    |
| soft                                   | 17 4                       | —       | 2 2     |
| onghead nylon                          | 15 4                       | —       | 1 11    |
| lympic nylon                           | 23 4                       | —       | 2 11    |
| 842 badger                             | 54 0                       | —       | 6 9     |
| unior                                  | 13 4                       | —       | 1 8     |
| aby                                    | 11 4                       | —       | 1 5     |
| nture brush                            |                            |         |         |
| 45                                     | 24 0                       | —       | 3 0     |
| inex (702 KC)                          |                            |         |         |
| chen towel holders                     |                            |         |         |
| ghts (756 Lever)                       |                            |         |         |
| stile soap toilet                      | 50 3                       | 17 9    | 1 1     |
|  | (6 doz)                    | (6 doz) |         |
| bath                                   | 54 5                       | 19 3    | 1 9     |
|  | (4 doz)                    | (4 doz) |         |
| ay (714 Koray)                         |                            |         |         |
| olets                                  | 5                          | 21 0    | 7 9     |
|  | (4 doz)                    | (4 doz) |         |
|  | 10                         | 32 0    | 11 9    |
|  | (3 doz)                    | (3 doz) |         |
|  | 28                         | 21 0    | 7 9     |
|  | (1 doz)                    | (1 doz) |         |
|  | 64                         | 21 0    | 7 9     |
|  | (1 doz)                    | (1 doz) |         |
| li (366 Dendron)                       |                            |         |         |
| by bath                                | 30 6                       | 10 7    | 4 6     |
| ate-Ringer's (413 Lilly)               |                            |         |         |
| ution ampoules                         | dp25                       | 240 0ea | — 360 0 |
| y Manhattan (893 Nicholas)             |                            |         |         |
| ologne spray                           |                            |         |         |
| eam perfume roll-on                    |                            |         |         |
| rfume presentation                     |                            |         |         |
| ola (106 Beetham)                      |                            |         |         |
| in lotion                              | 50cc                       | 20 6    | 11 3    |
|  | 3oz                        | 27 6    | 15 2    |
|  | 165cc                      | 44 0    | 24 2    |
|  | 125cc                      | 43 0    | 23 8    |
| hner (749 Lechner)                     |                            |         |         |
| amera Klear                            |                            |         |         |
| pssticks                               | —                          | —       | 6 3     |
| -Mel (232 Carter)                      |                            |         |         |
| ugh mixture                            | 100ml                      | 1 4ea   | 6ea     |
|  | 200ml                      | 2 0ea   | 9ea     |
|  | 85ml & 170ml               | —       | —       |
| ovax (208 BVV)                         |                            |         |         |
| poultry vaccine vial                   | 40 0ea                     | —       | 47 0    |
| ovax 2 (208 BVV)                       |                            |         |         |
| poultry vaccine vial                   | 46 9ea                     | —       | 55 0    |
| buoy (756 Lever)                       |                            |         |         |
| ap toilet                              | 58 7                       | 20 8    | 1 3     |
|  | (6 doz)                    | (6 doz) |         |
| bath                                   | 60 2                       | 21 3    | 1 11    |
|  | (4 doz)                    | (4 doz) |         |
| family                                 | 40 6                       | 14 3    | 2 7     |
|  | (2 doz)                    | (2 doz) |         |
| old pack                               | —                          | —       | —       |
| mits (1552 UL)                         |                            |         |         |
| scuits                                 | 39 9                       | —       | 4 5     |
| ackers                                 | 45 0                       | —       | 5 0     |
| avoury biscuits                        | 45 0                       | —       | 5 0     |
| up                                     | 18 0                       | —       | 2 0     |
| orsorbent (684 Kaylene) existing entry |                            |         |         |
| erine (721 LC)                         |                            |         |         |
| itiseptic                              | 3oz                        | 22 11   | 8 0     |
|  | 7oz                        | 40 7    | 14 2    |
|  | 14oz                       | 61 9    | 21 6    |
| anne (261 Christy)                     |                            |         |         |
| lash Cologne                           | II                         | 351 2   | 193 2   |
| ene (1038 R & C)                       |                            |         |         |
| air cream                              | 17 6                       | 9 8     | 2 9     |
|  | 27 1                       | 14 11   | 4 3     |
| ampoo                                  | sachet                     | 4 2     | 1 6     |
|  | 2oz                        | 21 2    | 7 10    |
|  | 6oz                        | 37 1    | 13 7    |
| ozade (103 Beecham)                    |                            |         |         |
| small                                  | 23 0                       | 3 9     | 1 4*    |
|  | (2doz)                     | (2doz)  |         |
|  | *Includes 3d for container |         |         |
| large                                  | 31 2                       | 6 0     | 3 6*    |
|  | *Includes 4d for container |         |         |
| (756 Lever)                            |                            |         |         |
| ilet soap                              | small                      | 58 7    | 20 8    |
|  |                            | (6 doz) | (6 doz) |
|  | large                      | 60 2    | 21 3    |
|  |                            | (4 doz) | (4 doz) |
| edonald (786 Macdonald)                |                            |         |         |
| ousehold cotton wool                   | 8oz                        | 21 9    | —       |
|  | 16oz                       | 40 0    | —       |

|  | Trade    | Tax     | Retail |
|--|----------|---------|--------|
| Magsorbent (684 Kaylene)                       |          |         |        |
| (distributors 1545 Vestric)                    |          |         |        |
| powder   | 50g      | 19 7    | 7 2    |
|  | 150g     | 38 2    | 14 0   |
| tablets  | 65       | 29 0    | 10 7   |
| Make-U-Well (1261 Ucal)                        |          |         |        |
| herbs  | 2oz      | 25 0    | 9 2    |
| Maloprim (208 EW)                              |          |         |        |
| tablets  | 6        | 12 0    | —      |
|  | 30       | 42 0    | —      |
|  | 500      | 44 0ea  | —      |
| Margo of Mayfair (798 Margolis) existing entry |          |         |        |
| Margo of Mayfair (798 Margolis)                |          |         |        |
| baby powder                                    | 3oz      | 9 9     | 3 6    |
|  | 6oz      | 14 3    | 5 2    |
|  | 10 1/2oz | 23 0    | 8 3    |
| bath salts                                     | 12oz     | 12 5    | 6 8    |
| bath cubes (6)                                 | 9 11     | 5 4     | 2 0    |
| bubble bath sachet                             | 50cc     | 5 5     | 1 11   |
| deodorant body spray                           | 84cc     | 21 7    | 11 7   |
| hair lacquer                                   | 50cc     | 5 5     | 2 11   |
| sachet refill                                  | 50cc     | 5 5     | 2 11   |
| spray dispenser                                | 56cc     | 12 2    | 6 6    |
| standard aerosol                               | 84cc     | 16 2    | 8 9    |
| crystal clear sachet                           | 50cc     | 5 5     | 2 11   |
| New French aerosol                             | 280cc    | 32 4    | 17 5   |
| hand cream                                     | 48cc     | 6 9     | 3 9    |
| Avant Garde                                    | 150cc    | 16 2    | 8 9    |
| shampoo sachets                                | 20cc     | 3 0     | 1 2    |
| talcum powder                                  |          |         |        |
| Audacity, Bouquet of                           |          |         |        |
| Flowers, Bridal,                               |          |         |        |
| Gardenia, Lily of the                          |          |         |        |
| Valley, Mitcham                                |          |         |        |
| lavender, Avant                                |          |         |        |
| Garde  | 14oz     | 21 8    | 11 8   |
| Marina (786 Macdonald)                         |          |         |        |
| face cloth                                     | 31       | 20 3    | 2 10   |
| Max Factor (813 MF)                            |          |         |        |
| California aquapallettes                       | 124 8    | 65 2    | 21 0   |
| Medijel (366 Dendron)                          |          |         |        |
| tube   | 27 1     | 9 5     | 4 0    |
| Merthiolate (413 Lilly)†                       |          |         |        |
| tincture                                       | 450ml    | 5 4ea   | —      |
|  | 2-251    | 18 10ea | —      |
|  | 80oz     | —       | —      |
| Metheph (859 Moore)                            |          |         |        |
| Metheph (878 Napp)                             |          |         |        |
| Milontin (938 PD)                              |          |         |        |
| Kapsels 0.5g                                   | 500      | —       | —      |
| Milpath—200 (1441 Wallace)                     |          |         |        |
| Milpath—400 (1441 Wallace)                     |          |         |        |
| Minolta (667 JCL)                              |          |         |        |
| camera instant load                            |          |         |        |
| Autopak 550                                    |          |         | 598 9  |
| camera 35mm                                    |          |         |        |
| Hi-Matic C                                     |          |         | 899 0  |
| camera 35mm                                    |          |         |        |
| Hi-Matic II                                    |          |         | 1519 0 |
| Mithracin (969 Pfizer) T5                      |          |         |        |
| reeze-dried vial                               | 100 0ea  | —       | —      |
| Modicare (252 Chelspa)                         |          |         |        |
| lozenges                                       | 1oz      | 14 6    | —      |
|  | 20       | 20 9    | —      |
| Moore's (859 Moore)                            |          |         |        |
| Moore's (878 Napp)                             |          |         |        |
| baby cream                                     | 1 1/2oz  | 27 0    | —      |
| teething jelly                                 | 1oz      | 24 0    | 8 10   |
| Morny (862 Morny)                              |          |         |        |
| Fantasy  |          |         |        |
| bath foam                                      | —        | —       | 12 6   |
| eau de toilette                                | —        | —       | 10 6   |
| hand cream                                     | —        | —       | 8 9    |
| perfume  | —        | —       | 12 6   |
| soap toilet (3)                                | —        | —       | 7 9    |
| bath (3)                                       | —        | —       | 12 9   |
| traveller                                      | —        | —       | 5 0    |
| Motherze (232 Carter)                          |          |         |        |
| raspberry leaf tablets                         | 40       | 2 1ea   | 9ea    |
| Mustakene (232 Carter)                         |          |         |        |
| 28g  | 1 10ea   | 8ea     | 3 6    |
| Myambutol (746 Lederle)                        |          |         |        |
| tablets 100mg                                  | 100      | 51 0ea  | —      |
|  | 500      | 251 0ea | —      |
|  | 100      | 183 0ea | —      |
|  | 500      | 904 0ea | —      |
| Myleto (875 MPL) existing entry                |          |         |        |
| Myleto (875 MPL)                               |          |         |        |
| bay rum  | 113cc    | 25 0    | 13 9   |
| brilliantino                                   | 56cc     | 18 0    | 9 11   |
|  | 113cc    | 31 6    | 17 5   |
| cream  | 150cc    | 45 0    | 24 9   |
| floral oils                                    | 56cc     | 18 0    | 9 11   |
|  | 113cc    | 31 6    | 17 5   |
| lotion   | 150cc    | 45 0    | 24 9   |
| shampoo  | 56cc     | 13 7    | 5 0    |
|  | 113cc    | 22 6    | 8 3    |
| tonquin  | 113cc    | 22 0    | 12 0   |
| violet oils                                    | 56cc     | 18 0    | 9 11   |
|  | 113cc    | 31 6    | 17 5   |
| Mylocon (938 PD)                               |          |         |        |

|                                 | Trade     | Tax       | Retail    |
|---------------------------------|-----------|-----------|-----------|
| Natural Wonder (1052 Revlon)    |           |           |           |
| medicated mask                  | —         | —         | 20 0      |
| Nella (1517 Nella)              |           |           |           |
| red oil                         | 56ml      | 30 0      | 11 0      |
| Neoklenz (232 Carter)           |           |           |           |
| nature cure                     | 56g       | 1 10ea    | 8ea       |
|                                 | 182g      | 4 0ea     | 1 5 1/2ea |
| tablets                         | 40        | 1 7ea     | 7ea       |
|                                 | 100       | 2 7ea     | 11ea      |
| Nervetone (1261 Ucal) †         |           |           |           |
| tonic                           | 4oz       | 22 6      | 8 3       |
|                                 | 8oz       | 39 0      | 14 3      |
| tablets                         | 40        | 26 6      | 9 8       |
| Nestle (451 F & J)              |           |           |           |
| Color-Comb                      | 43 10     | 24 2      | 7 6       |
| Alura                           | —         | —         | —         |
| Colorhair                       | —         | —         | —         |
| Colorhue                        | —         | —         | —         |
| Colortone                       | —         | —         | —         |
| Nigroids (892 NF)               |           |           |           |
|                                 | 138 4     | 50 8      | 1 9       |
|                                 | (1 gross) | (1 gross) |           |
| Nitrong (859 Moore)             |           |           |           |
| Nitrong (878 Napp)              |           |           |           |
| Nobilis (905 Nutrikem)          |           |           |           |
| poultry vaccine                 |           |           |           |
| H120 1000 dose vial             | 40 10ea   | —         | 48 0      |
| H52 1000 dose vial              | 96 4ea    | —         | 113 4     |
| Nonad Tulle (34 A & H)          |           |           |           |
| 6 x 6in                         | 36        | —         | —         |
| Norash (372 De Witt)            |           |           |           |
| nappy rash cream                | 28g       | 31 0      | —         |
|                                 | 20g       | —         | —         |
| Norpramine (901 Norton) †s48    |           |           |           |
| tablets                         | 100       | 10 0ea    | —         |
|                                 | 500       | 45 0ea    | —         |
| Norsebad (893 Nicholas)         |           |           |           |
| bath additive sachet            | 39 1      | 14 4      | 2 0       |
|                                 | (3 doz)   | (3 doz)   |           |
|                                 | 60cc      | 53 10     | 19 9      |
|                                 | 120cc     | 104 4     | 38 3      |
| Nu-Cot (903 NPU) existing entry |           |           |           |
| Nu-Cot (903 NPU)                |           |           |           |
| wool                            | 60g       | 31 6      | —         |
|                                 | (3doz)    | 39 2      | —         |
|                                 | 150g      | 39 2      | —         |
|                                 | (2doz)    | 31 10     | —         |
|                                 | 250g      | 31 10     | —         |
| Nulon (1038 R & C)              |           |           |           |
| hand cream                      | small     | 16 4      | 9 0       |
|                                 | medium    | 23 6      | 12 11     |
|                                 | large     | 33 6      | 18 5      |
|                                 | tube      | 16 4      | 9 0       |
| Nu Moon (366 Dendron)           |           |           |           |
| cuticle softener                | 18 6      | 9 8       | 3 0       |
| Nu Nale (366 Dendron)           |           |           |           |
| cream                           | 24 7      | 12 11     | 4 0       |
| liquid                          | 24 7      | 12 11     | 4 0       |
| Oesbron (1261 Ucal)             |           |           |           |
| lung tonic                      | 2 1/2oz   | 17 0      | 6 3       |
|                                 | 5oz       | 26 9      | 9 10      |
| lozenges                        | —         | —         | —         |
| Omnipad (656 IFA)               |           |           |           |
| health sandals                  | pair      | 36 5ea    | 5 9ea     |
| shoe cushion                    | pair      | 15 0ea    | —         |
| Optima (16 AGL)                 |           |           |           |
| cameras                         |           |           |           |
| Sensor 200                      | —         | —         | 852 0     |
| 500                             | —         | —         | 1045 0    |
| Organidin (369 DL)              |           |           |           |
| (distributors 1545 Vestric)     |           |           |           |
| elixir                          | 150ml     | 70 6      | 27 10     |
|                                 | 2l        | 107 11ea  | 39 7ea    |
| solution                        | 25ml      | 58 0      | 21 3      |
| old packs                       | —         | —         | —         |
| Orlane (1145 Sirex)             |           |           |           |
| creme hydratante                |           |           |           |
| liquide                         | tube      | —         | 42 0      |
|                                 | jar       | —         | 67 0      |
| lipstick agate                  | —         | —         | 19 6      |
| liquidil                        | —         | —         | 29 6      |
| sol a gel                       | —         | —         | 38 0      |
| tan a sol                       | —         | —         | 39 6      |
| mascara roll-on refill          | —         | —         | 19 0      |
| Satilane                        | tube      | —         | 38 0      |
| Osa Tone (232 Carter)           |           |           |           |
| children's tonic                | 100ml     | 2 7ea     | 11ea      |
|                                 | 110ml     | —         | —         |
| Ostermilk (518 Glaxo)           |           |           |           |
| Nos 1 and 2                     | 1lb       | 49 4      | —         |
| Oxydent (1113 S & B)            |           |           |           |
| denture cleanser                | 210g      | 28 3      | 9 6       |
| Pal (964 Personna)              |           |           |           |
| injector blades                 | (10)      | 26 3      | 9 8       |
| Paridic (776 JML)               |           |           |           |
| 400g                            | 16 0      | —         | 2 0       |
|                                 | 28 0      | —         | 3 6       |
| Paris Mist (654 Innox)          |           |           |           |
| skin perfume                    | 50cc      | —         | —         |
| Parkers (1261 Ucal)             |           |           |           |
| perfect panacea                 | 2 1/2oz   | 21 9      | 8 0       |
| Passigen (232 Carter)           |           |           |           |
| capsules                        | 42        | 3 4ea     | 1 3ea     |
| dispensing pack                 | 32 0ea    | 11 9ea    | —         |
| Pax (1261 Ucal)                 |           |           |           |
| corn paint                      | 2dr       | 20 0      | 7 4       |



|   | Trade    | Tax      | Retail |   |
|---|----------|----------|--------|---|
| <b>Pedyl (54 Antigen)</b>                     |          |          |        | D |
| <b>Peps (1530 Fisons)</b>                     |          |          |        | D |
| tubes   |          |          |        |   |
| <b>Perform (366 Dendron)</b>                  |          |          |        |   |
| eight-day hair set                            |          |          |        |   |
| small   | 49 4     | 25 9     | 8 0    |   |
| large   | 82 8     | 43 2     | 13 5   |   |
| <b>Personna (964 Personna) existing entry</b> |          |          |        | D |
| <b>Personna (964 Personna)</b>                |          |          |        |   |
| blades double edge                            |          |          |        |   |
| super stainless (5)                           | 42 10    | 15 9     | 4 0    |   |
| (20pkts)                                      | (20pkts) | (20pkts) |        |   |
| platinum (5)                                  | 46 6     | 17 1     | 4 4    |   |
| (20pkts)                                      | (20pkts) | (20pkts) |        |   |
| blades single edge                            |          |          |        |   |
| stainless (4)                                 | 51 4     | 18 10    | 3 10   |   |
| (25pkts)                                      | (25pkts) | (25pkts) |        |   |
| blades injector                               |          |          |        |   |
| super stainless (5)                           | 43 8     | 16 1     | 4 1    |   |
| (20pkts)                                      | (20pkts) | (20pkts) |        |   |
| platinum                                      | 46 6     | 17 1     | 4 4    |   |
| (20pkts)                                      | (20pkts) | (20pkts) |        |   |
| razor sets                                    |          |          |        |   |
| 3-piece                                       |          |          |        |   |
| with one stainless                            |          |          |        |   |
| blade   | 25 8     | 9 5      | 4 0    |   |
| with two platinum                             |          |          |        |   |
| blades  | 32 2     | 11 10    | 5 0    |   |
| injector with five                            |          |          |        |   |
| blades  | 51 4     | 18 10    | 8 0    |   |
| injector satin back                           |          |          |        |   |
| with five blades                              | 80 4     | 29 6     | 12 6   |   |
| injector Executive                            | 135 0    | 49 6     | 21 0   |   |
| Lady Personna                                 | 61 0     | 22 6     | 9 6    |   |
| shaving brushes No. 40                        | 48 2     | 17 8     | 7 6    |   |
| No. 42  | 67 6     | 24 10    | 10 6   |   |
| super foam                                    | 43 5     | 15 11    | 6 9    |   |
| grooming aids                                 |          |          |        |   |
| nail clipper                                  | 24 2     | 8 11     | 4 6    |   |
| (10)  | (10)     | (10)     |        |   |
| nail file                                     | 17 1     | 9 5      | 3 6    |   |
| (10)  | (10)     | (10)     |        |   |
| toe nail clipper                              | 26 10    | 9 10     | 5 0    |   |
| (10)  | (10)     | (10)     |        |   |
| tweezers                                      | 21 11    | 12 1     | 4 6    |   |
| (10)  | (10)     | (10)     |        |   |
| <b>Pharmacia (1497 PGBL)</b>                  |          |          |        |   |
| Phadebas amylase test                         |          |          |        |   |
| tablets                                       | 66 0ea   | —        | —      |   |
| <b>Pharmaton (1564 Pharmaton)</b>             |          |          |        |   |
| hair tonic                                    | —        | —        | 34 9   |   |
| royal bath                                    | —        | —        | 30 9   |   |
| skin activator                                | —        | —        | 45 1   |   |
| <b>Phillips (977 PE)</b>                      |          |          |        |   |
| electric blankets                             |          |          |        |   |
| 3-heat  |          |          |        |   |
| single HL2216                                 | 93 2ea   | 33 4ea   | 157 6  |   |
| double HL2226                                 | 113 10ea | 40 9ea   | 192 6  |   |
| dual HL2236                                   | 136 8ea  | 48 10ea  | 231 0  |   |
| family  |          |          |        |   |
| single HL2215                                 | 64 9ea   | 23 2ea   | 109 6  |   |
| double HL2225                                 | 81 4ea   | 29 1ea   | 137 6  |   |
| health lamps                                  |          |          |        |   |
| combined HP3108                               | 161 5ea  | 57 9ea   | 273 0  |   |
| Infraphil KL7500                              | 94 6ea   | —        | 126 0  |   |
| Ultraphil KL2866                              | 121 3ea  | 43 5ea   | 205 0  |   |
| hair dryer                                    |          |          |        |   |
| ensemble HP4110                               | 68 0ea   | 24 4ea   | 115 0  |   |
| floor stand HP4906                            | 28 7ea   | 3 11ea   | 42 0   |   |
| shavers                                       |          |          |        |   |
| Flip Top HP1103                               | 93 2ea   | 33 4ea   | 157 6  |   |
| Ladyshave HP2108                              | 46 11ea  | 16 11ea  | 79 6   |   |
| de luxe HP2113                                | 58 10ea  | 21 1ea   | 99 6   |   |
| Philishave de luxe                            |          |          |        |   |
| HP1112  | 129 2ea  | 46 3ea   | 218 6  |   |
| special HP1109                                | 115 3ea  | 41 3ea   | 195 0  |   |
| compact HP1204                                | 79 10ea  | 28 7ea   | 135 0  |   |
| <b>Phillips (978 PYP)</b>                     |          |          |        |   |
| fish food maxiflakes                          |          |          |        |   |
| 1 1/2oz                                       | 50 0     | 10 9     | 7 2    |   |
| <b>PIB (859 Moore)</b>                        |          |          |        | D |
| <b>PIB (878 Napp)</b>                         |          |          |        | D |
| <b>PIB Plus (859 Moore)</b>                   |          |          |        | D |
| <b>PIB Plus (878 Napp)</b>                    |          |          |        | D |
| <b>Pied Piper (506 Gerhardt)</b>              |          |          |        |   |
| for mice                                      | 12 0     | —        | 1 6    |   |
|   | 22 0     | —        | 2 9    |   |
| <b>Pinaud (984 Pinaud)</b>                    |          |          |        |   |
| (distributors 451 F&J)                        |          |          |        |   |
| Eau de Quinine 225cc                          | 57 0     | 31 5     | 9 9    |   |
| <b>Piptalin (824 MCP)</b>                     |          |          |        |   |
| elixir 100ml                                  | 9 0ea    | —        | 13 6   |   |
| <b>Pitocin (938 PD)</b>                       |          |          |        | D |
| ampoules 1ml 100                              |          |          |        | D |
| vial 5ml                                      |          |          |        | D |
| <b>PLJ (103 Beecham)</b>                      |          |          |        |   |
| lemon juice standard                          | 32 5     | 6 4      | 3 8*   |   |
| large   | 53 0     | 10 10    | 6 0*   |   |
| *Includes 4d for container.                   |          |          |        |   |
| <b>Polaroid (989 Polaroid) existing entry</b> |          |          |        | D |
| <b>Polaroid (989 Polaroid)</b>                |          |          |        | D |
| cameras Land                                  |          |          |        |   |
| model 320                                     | 383 1ea  | 205 5ea  | 780 0  |   |
| 330   | 481 3ea  | 258 1ea  | 980 0  |   |
| 340   | 579 6ea  | 310 9ea  | 1180 0 |   |
| 350   | 874 2ea  | 468 9ea  | 1780 0 |   |
| 3000  | 160 2ea  | 85 11ea  | 299 6  |   |
| Colorpack II                                  | 213 5ea  | 114 5ea  | 399 0  |   |
| Colorpack III                                 | 245 6ea  | 131 8ea  | 459 0  |   |
| Swinger II                                    | 74 7ea   | 40 0ea   | 139 6  |   |

|   | Trade    | Tax      | Retail  |       |
|---|----------|----------|---------|-------|
| cases 321   | 20 1ea   | 10 9ea   | 37 6    |       |
| 322A  | 73 8ea   | 39 6ea   | 150 0   |       |
| 324A  | 112 11ea | 60 7ea   | 230 0   |       |
| 328   | 135 1ea  | 72 5ea   | 275 0   |       |
| films type 20C                                    | 9 9ea    | 2 7ea    | 14 6    |       |
| 107   | 13 3ea   | 3 7ea    | 19 9    |       |
| 108   | 26 9ea   | 7 2ea    | 39 9    |       |
| 42  | 17 6ea   | 4 8ea    | 26 0    |       |
| 47  | 19 6ea   | 5 3ea    | 29 0    |       |
| accessories                                       |          |          |         |       |
| cable release                                     | 191 23   | 2ea      | 12 5ea  | 47 2  |
| close-up kit                                      | 583 106  | 5ea      | 57 1ea  | 216 8 |
| 583A  | 106 5ea  | 57 1ea   | 216 8   |       |
| 593   | 118 9ea  | 63 8ea   | 241 9   |       |
| development timer                                 | 29 0ea   | 15 6ea   | 59 0    |       |
| exposure meter 628                                | 120 1ea  | 64 5ea   | 244 7   |       |
| filter cloud                                      | 516 61   | 11ea     | 33 2ea  | 126 0 |
| u.v.  | 585 40   | 1ea      | 21 6ea  | 81 8  |
| filter & lens shade                               |          |          |         |       |
| kit   | 595 73   | 8ea      | 39 6ea  | 150 0 |
| flashguns   | 259 8    | 0ea      | 4 3ea   | 14 11 |
| 268   | 36 10ea  | 19 9ea   | 75 0    |       |
| 280   | 85 11ea  | 46 1ea   | 175 0   |       |
| picture album                                     | 519 33   | 4ea      | 17 11ea | 67 11 |
| 520   | 30 0ea   | 16 1ea   | 61 1    |       |
| portrait kit                                      | 581 106  | 5ea      | 57 1ea  | 216 8 |
| 581A  | 106 5ea  | 57 1ea   | 216 8   |       |
| 591   | 118 9ea  | 63 8ea   | 241 9   |       |
| self timer  | 192 48   | 2ea      | 25 10ea | 98 1  |
| tripod adaptor                                    | 194 5    | 2ea      | 2 9ea   | 10 6  |
| <b>Potter &amp; Moore (994 P &amp; M)</b>         |          |          |         |       |
| lavender  | 60 35    | 4        | 18 11   | 6 0   |
| bath cubes  | 62 122   | 6        | 65 8    | 21 6  |
| dusting powder                                    | 59 68    | 0        | 24 4    | 10 6  |
| soap toilet (3)                                   | 61 96    | 0        | 34 4    | 16 0  |
| bath (3)  | 52 50    | 0        | 26 10   | 8 6   |
| perfume   | 53 61    | 0        | 32 9    | 10 6  |
| 54  | 180 0    | 0        | 55 3    | 17 6  |
| 55  | 152 0    | 0        | 81 6    | 30 0  |
| solid   | 56 43    | 0        | 23 11   | 7 6   |
| talcum  | 57 43    | 0        | 23 11   | 7 6   |
| <b>Pour un Homme (1071 Robins) existing entry</b> |          |          |         | D     |
| <b>Pour un Homme (1071 Robins)</b>                |          |          |         | D     |
| after shave                                       | 60 11    | 0ea      | 6 1ea   | 22 0  |
| 120   | 16 0ea   | 8 10ea   | 33 0    |       |
| 170   | 21 0ea   | 11 7ea   | 45 0    |       |
| Cologne   | 60 13    | 0ea      | 7 2ea   | 26 0  |
| 120   | 21 0ea   | 11 7ea   | 45 0    |       |
| 170   | 27 0ea   | 14 10ea  | 57 0    |       |
| 240   | 36 0ea   | 19 10ea  | 75 0    |       |
| 400   | 53 0ea   | 29 2ea   | 110 0   |       |
| 720   | 86 0ea   | 47 4ea   | 180 0   |       |
| atomiser  | 120 31   | 0ea      | 17 1ea  | 65 0  |
| talcum  | 9 0ea    | 5 0ea    | 19 6    |       |
| <b>Prednelan (518 Glaxo) T5</b>                   |          |          |         | D     |
| tablets 1mg                                       |          |          |         | D     |
| <b>Prednisolone (938 PD)</b>                      |          |          |         | D     |
| tablets 5mg                                       | 100      |          |         | D     |
| <b>Prednisone (938 PD)</b>                        |          |          |         | D     |
| tablets 5mg                                       | 100      |          |         | D     |
| <b>Primitif (813 MF)</b>                          |          |          |         |       |
| eau de toilette aerosol                           | 92 0     | 50 7     | 15 6    |       |
| <b>Pro (721 LC)</b>                               |          |          |         |       |
| toothbrush short or                               |          |          |         |       |
| long head   | 22 0     | —        | 2 9     |       |
| <b>Proctoids (1352 Wyeth)</b>                     |          |          |         | D     |
| <b>Prom (1242 Toni)</b>                           |          |          |         |       |
| home permanent large                              | 61 2     | 33 8     | 9 10    |       |
| small   | 40 11    | 22 6     | 6 7     |       |
| roller perm complete                              | 80 10    | 44 5 1/2 | 13 0    |       |
| without rollers                                   | 48 8     | 26 9     | 7 10    |       |
| <b>Proteinail (1412 Jackel)</b>                   |          |          |         |       |
| tube 1 1/2oz                                      | —        | —        | 9 11    |       |
| bottle 3oz  | —        | —        | 15 0    |       |
| <b>Pru-Sen (232 Carter)</b>                       |          |          |         |       |
| children's laxative                               | 11 0     | 4 0      | 1 10    |       |
| <b>Puritabs (705 Kirby)</b>                       |          |          |         |       |
| water purifying                                   |          |          |         |       |
| tablets   | 36 0     | —        | 5 0     |       |
| <b>Pyrets (1568 Trentham)</b>                     |          |          |         |       |
| (distributors 372 De Witt)                        |          |          |         |       |
| children's throat                                 |          |          |         |       |
| lozenges  | 15 20    | 0        | —       | 2 6   |
| <b>Quickies (451 F&amp;J)</b>                     |          |          |         | D     |
| skin cream  | —        | —        | —       | D     |
| <b>Quin-tessen (70 AHF)</b>                       |          |          |         |       |
| elixir 300ml                                      | 220 0    | —        | 27 6    |       |
| <b>Quosh (103 Beecham) existing entry</b>         |          |          |         | D     |
| <b>Quosh (103 Beecham)</b>                        |          |          |         | D     |
| orange, lemon, rasp-                              |          |          |         |       |
| berry, lemon/lime,                                |          |          |         |       |
| mandarin, lemon barley,                           |          |          |         |       |
| orange/pineapple,                                 | 24 9     | 5 6      | 2 9     |       |
| pineapple/grapefruit                              | 29 10    | 6 7      | 3 4     |       |
| lime  |          |          |         |       |
| <b>Radian (1023 Radiol)</b>                       |          |          |         |       |
| massage cream                                     | 43 0     | 15 9     | 6 3     |       |
| standard  |          |          |         |       |
| <b>Radiol (1023 Radiol)</b>                       |          |          |         |       |
| worm powder                                       |          |          |         |       |
| A (ascaris)                                       | 225g 130 | 0        | —       | 15 0  |
| 5 (strongyles)                                    | 85g 50   | 0        | —       | 6 0   |
| 420g  | 160 0    | —        | 17 0    |       |
| <b>Radio-malt (179 BDH)</b>                       |          |          |         |       |
| jar 1lb   | 52 0     | —        | 5 9     |       |
| 2lb   | 89 0     | —        | 9 11    |       |

|  | Trade     | Tax    | Retail |      |
|--|-----------|--------|--------|------|
| <b>Ral Evapo (67 Ashe)</b>                     |           |        |        |      |
| dry dressing                                   | 15 3      | 5 5    | 2 5    |      |
| tablets  | 15 7 11   | 2 10   | 1 5    |      |
|  | 32 18 0   | 6 5    | 2 7    |      |
|  | 160 53 10 | 19 3   | 8 5    |      |
| <b>Raynox (667 JCL)</b>                        |           |        |        |      |
| movie projector                                | —         | —      | 998 6  |      |
| dual 707                                       | —         | —      | —      |      |
| <b>Reade (1036 R B &amp; C) existing entry</b> |           |        |        |      |
| <b>Reade (1036 R B &amp; C)</b>                |           |        |        |      |
| Egyptian salve                                 | 23 7      | 8 8    | 3 9    |      |
| Indian cerate                                  | 11 3      | 4 1    | 1 9    |      |
|  | 20 10     | 7 7    | 3 3    |      |
| <b>Regula (980 Photopia)</b>                   |           |        |        |      |
| camera   | —         | —      | 830 0  |      |
| Electronic 35                                  | —         | —      | —      |      |
| <b>Remington (1044 R)</b>                      |           |        |        |      |
| shavers F2                                     | 153 7ea   | 54 2ea | 259 0  |      |
| <b>Restoria (1113 S &amp; B)</b>               |           |        |        |      |
| hair colour restorative                        | 165 8     | 83 9   | 26 0   |      |
| <b>Revlon (1052 Revlon)</b>                    |           |        |        |      |
| Eterna 27                                      | —         | —      | 117 0  |      |
| body lotion                                    | —         | —      | 99 0   |      |
| breast contour drops                           | —         | —      | 45 0   |      |
| foot spray                                     | —         | —      | 24 0   |      |
| foot treatment cream                           | —         | —      | 35 0   |      |
| leg toning conditioner                         | —         | —      | 24 0   |      |
| fumice buffing cream                           | —         | —      | 168 0  |      |
| perfect make-up                                | —         | —      | 84 0   |      |
| perfect powder                                 | —         | —      | —      |      |
| matching compact                               | —         | —      | 45 0   |      |
| powder   | —         | —      | —      |      |
| <b>Ribena (103 Beecham)</b>                    |           |        |        |      |
| standard                                       | 37 9      | 7 5    | 4 4*   |      |
| *Includes 4d for container.                    |           |        |        |      |
| <b>Right Guard (514 Gillette)</b>              |           |        |        |      |
| deodorant roll-on                              | 36 5      | 20 3   | 5 11   |      |
| refill   | 30 7      | 16 10  | 4 11   |      |
| <b>Rinoxin (506 Gerhardt)</b>                  |           |        |        |      |
| concentrate                                    | 4oz 52    | 0      | 6 6    |      |
| 11b 148  | 0         | —      | 18 6   |      |
| 71b 73   | 4ea       | —      | 110 0  |      |
| 281b 266                                       | 8ea       | —      | 400 0  |      |
| 561b 523                                       | 4ea       | —      | 785 0  |      |
| readimix                                       | 11b 40    | 0      | 5 0    |      |
| 31b 80   | 0         | —      | 11 0   |      |
| 71b 14   | 8ea       | —      | 22 0   |      |
| 281b 48  | 0ea       | —      | 72 0   |      |
| 561b 90  | 0ea       | —      | 135 0  |      |
| <b>Robinsons (1449 R &amp; CFD)</b>            |           |        |        |      |
| baby rice cereal                               | 6oz 19    | 3      | 2 0    |      |
| instant baby foods                             | 13 9      | —      | 1 6    |      |
| mixed cereal                                   | 8oz 19    | 3      | 2 0    |      |
| patent barley                                  | 8oz 19    | 3      | 2 0    |      |
| ready cooked groats                            | 8oz 19    | 3      | 2 0    |      |
| triple pack                                    | 6oz 19    | 3      | 2 0    |      |
| <b>Roger &amp; Gallet (1076 R &amp; G)</b>     |           |        |        |      |
| bath cubes (6)                                 | 5 0ea     | 2 8ea  | 12 0   |      |
| soap guest size                                |           |        |        |      |
| assorted, carnation,                           | 6 3ea     | 2 3ea  | 13 6   |      |
| tea rose (6)                                   | 6 9ea     | 2 6ea  | 15 0   |      |
| sandalwood (6)                                 | 5 6ea     | 3 0ea  | 13 6   |      |
| talcum   |           |        |        |      |
| men's range                                    |           |        |        |      |
| after shave lotion                             | 5067      | 7 6ea  | 4 0ea  | 18 0 |
| 5068   | 12 6ea    | 6 8ea  | 30 0   |      |
| pre-shave lotion                               | 5062      | 8 3ea  | 4 6ea  | 20 0 |
| toilet water                                   | 5057      | 10 6ea | 5 8ea  | 25 0 |
| 5058   | 16 9ea    | 9 0ea  | 40 0   |      |



|  | Trade     | Tax  | Retail |
|--|-----------|------|--------|
| okot (1037 Reckitt)                        |           |      |        |
| granules 170g                              | 70 9      | —    | 8 5    |
| rup 150ml                                  | 41 4      | —    | 5 2    |
| tablets 50                                 | 26 8      | —    | 3 2    |
| 100  | 45 6      | —    | 5 5    |
| 200  | 70 9      | —    | 8 5    |
| sodyne (1178 Stator)                       |           |      |        |
| porphaste 40g                              | 34 3      | 12 7 | 5 3    |
| enace (1121 Searle) 48                     |           |      |        |
| quid 500ml                                 | 263 6ea   | —    | 395 3  |
| tablets 5mg                                | 50 53 4ea | —    | 80 0   |
| 250  | 246 6ea   | —    | 369 9  |
| 1000                                       | 924 8ea   | —    | 1387 0 |
| oer (1038 Searle)                          |           |      |        |
| quid apples small                          | 29 2      | 5 2  | 1 7*   |
| large                                      | 35 5      | 7 10 | 4 2    |
| *Includes 3d for container.                |           |      |        |
| ot (786 Macdonald)                         |           |      |        |
| unitary towels                             |           |      |        |
| soluble size 1                             | 6 13 7    | —    | 1 5    |
| 12   | 24 0      | —    | 2 6    |
| unitary briefs                             |           |      |        |
| Chic small                                 | 69 0      | 9 6  | 9 0    |
| ex large                                   | 75 0      | 10 4 | 9 9    |
| Nordic small                               | 62 0      | 8 6  | 8 3    |
| ex large                                   | 68 0      | 9 4  | 8 11   |
| Princess small                             | 65 0      | 8 11 | 8 6    |
| ex large                                   | 71 0      | 9 9  | 9 3    |
| unitary towels wool                        |           |      |        |
| size 0                                     | 12 24 9   | —    | 2 8    |
| 1  | 6 15 6    | —    | 1 8    |
| 2  | 12 27 11  | —    | 3 0    |
| 3  | 12 32 6   | —    | 3 6    |
| 4  | 12 37 2   | —    | 4 0    |
| ette (16 AGL)                              |           |      |        |
| amera                                      |           |      |        |
| Sensor LK                                  | —         | —    | 739 0  |
| an (786 Macdonald)                         |           |      |        |
| unitary towels                             |           |      |        |
| soluble size 1                             | 5 13 7    | —    | 1 5    |
| 12   | 24 0      | —    | 2 6    |
| unitary towels                             |           |      |        |
| size 1                                     | 6 14 0    | —    | 1 6    |
| 2  | 12 24 2   | —    | 2 7    |
| 12   | 28 1      | —    | 3 0    |
| mpkin's (1141 Simpkin) existing entry (30) |           |      |        |
| mpkin's (1141 Simpkin)                     |           |      |        |
| chocolate centred                          |           |      |        |
| barley sugars                              |           |      |        |
| butterscotch chocolate                     | 15 0      | 3 4  | 2 0    |
| lime chocolate                             | 15 0      | 3 4  | 2 0    |
| mint chocolate                             | 15 0      | 3 4  | 2 0    |
| orange chocolate                           | 15 0      | 3 4  | 2 0    |
| lucose barley sugar                        |           |      |        |
| sticks                                     |           |      |        |
| cherry                                     | 2 8       | 7    | 4      |
| fruit                                      | 2 8       | 7    | 4      |
| plain                                      | 2 8       | 7    | 4      |
| lucose confections                         |           |      |        |
| barley sugar plain                         | 12 9      | 2 10 | 1 8    |
| barley sugar fruits                        | 12 9      | 2 10 | 1 8    |
| bitter lemon drops                         | 12 9      | 2 10 | 1 8    |
| blackcurrant and                           |           |      |        |
| liquorice                                  | 12 9      | 2 10 | 1 8    |
| buttermints                                | 12 9      | 2 10 | 1 8    |
| butterscotch                               | 12 9      | 2 10 | 1 8    |
| clear mints                                | 12 9      | 2 10 | 1 8    |
| fruits-de-luxe                             | 12 9      | 2 10 | 1 8    |
| JuiCees black cherry                       | 12 9      | 2 10 | 1 8    |
| rose hip                                   | 12 9      | 2 10 | 1 8    |
| blackcurrant                               | 12 9      | 2 10 | 1 8    |
| orange                                     | 12 9      | 2 10 | 1 8    |
| JuiCees (1 gross)                          | 31 6      | 6 11 | 4      |
| lemon & honey                              | 12 9      | 2 10 | 1 8    |
| Mitchum mint creams                        | 12 9      | 2 10 | 1 8    |
| rum & butter                               | 12 9      | 2 10 | 1 8    |
| sherbert fruits                            | 12 9      | 2 10 | 1 8    |
| tangerine, lemon &                         |           |      |        |
| grapefruit                                 | 12 9      | 2 10 | 1 8    |
| treacle & liquorice                        | 12 9      | 2 10 | 1 8    |
| winter warmers                             |           |      |        |
| (1 gross)                                  | 31 6      | 6 11 | 4      |
| lb. tins                                   |           |      |        |
| assorted fruit drops                       | 27 6      | 6 0  | 3 6    |
| barley sugar drops                         | 27 6      | 6 0  | 3 6    |
| digestive mint drops                       | 27 6      | 6 0  | 3 6    |
| JuiCees blackcurrant                       | 27 6      | 6 0  | 3 6    |
| orange                                     | 27 6      | 6 0  | 3 6    |
| lemon acid drops                           | 27 6      | 6 0  | 3 6    |
| tangerine, lemon &                         |           |      |        |
| grapefruit                                 | 27 6      | 6 0  | 3 6    |
| medicated confections                      |           |      |        |
| all four drops                             | 3 4       | 1 3  | 9      |
| anti cough drops                           | 10 0      | 3 8  | 1 6    |
| bronchial drops                            | 3 4       | 1 3  | 9      |
| children's cough drops                     | 3 4       | 1 3  | 9      |
| glucose winter candy                       | 9 7       | 2 1  | 1 3    |
| menthol & eucalyptus                       |           |      |        |
| drops                                      | 10 0      | 3 8  | 1 6    |
| T.C.L. drops                               | 3 4       | 1 3  | 9      |
| treacle cough drops                        | 3 4       | 1 3  | 9      |
| pastilles                                  |           |      |        |
| antiseptic throat                          | 17 3      | 6 4  | 2 9    |
| assorted fruit                             | 9 4       | 2 1  | 1 3    |
| catarrh                                    | 17 3      | 6 4  | 2 9    |
| Dilly Duckling                             | 17 3      | 6 4  | 2 9    |
| extra strong cough                         | 17 3      | 6 4  | 2 9    |
| Gee's linctus 8.P.C. †                     | 16 9      | —    | 2 0    |
| glycerine & black-                         |           |      |        |
| currant                                    | 19 3      | 4 3  | 2 9    |

|                             | Trade    | Tax       | Retail |
|-----------------------------|----------|-----------|--------|
| glycerine, lemon &          |          |           |        |
| honey                       | 19 3     | 4 3       | 2 9    |
| glycerine of thymol         | 20 0     | —         | 2 6    |
| menthol bronchial           | 17 3     | 6 4       | 2 9    |
| menthol & eucalyptol        |          |           |        |
| 8.P.C.                      | 20 0     | —         | 2 6    |
| mouth ulcer                 | 20 0     | 7 4       | 3 0    |
| sugarless fruit pastilles   | 20 9     | 4 7       | 2 9    |
| roll packs                  |          |           |        |
| blackcurrant fruit          |          |           |        |
| pastille                    | 5 9      | 1 3       | 9      |
| cough                       | 3 10     | 1 5       | 7      |
| glucose fruit pastille      | 5 9      | 1 3       | 9      |
| glucose peppermint          | 3 9      | 10        | 6      |
| Koala fruit                 | 4 4      | 11        | 7      |
| menthol & eucalyptus        |          |           |        |
| 8.P.                        | 8 0      | —         | 1 0    |
| Teddy cough pastille        | 5 0      | 1 10      | 9      |
| undries                     |          |           |        |
| finest peppermints          | 3 7      | 9         | 1 6    |
| glucose sulphur tablets     | 9 0      | 3 4       | 1 6    |
| L.L.C. lozenges 1oz         | 6 3      | —         | 9      |
| 2oz                         | 12 0     | —         | 1 6    |
| Slack's (232 Carter)        |          |           |        |
| rheumatic tablets 40        | 1 10ea   | 8ea       | 3 6    |
| Slimwheel (762 Limbex)      |          |           |        |
| exerciser                   | 29 6ea   | 10 7ea    | 55 0   |
| Sloans (721 LC)             |          |           |        |
| liniment                    | 24 8     | 8 7       | 3 9    |
| Smith Kendon (1152 SK)      |          |           |        |
| pastilles                   |          |           |        |
| blackcurrant and            |          |           |        |
| glycerine                   | 18 0     | 3 8       | 2 7    |
| bronchial                   | 17 0     | 5 9       | 2 7    |
| eucalyptus and              |          |           |        |
| menthol                     | 18 3     | —         | 2 4    |
| glycerin and thymol         | 18 3     | —         | 2 4    |
| honey, glycerin and         |          |           |        |
| lemon                       | 18 0     | 3 8       | 2 7    |
| red gum and menthol         | 17 0     | 5 9       | 2 7    |
| Snowfire (1038 R & C)       |          |           |        |
| healing tablets             | 10 10    | 4 0       | 1 6    |
| vanishing cream             | —        | —         | —      |
| Sodium-lactate (413 Lilly)  |          |           |        |
| solution ampoules           |          |           |        |
| dp25                        | 399 11ea | —         | 599 10 |
| Sombrero (532 Goya)         |          |           |        |
| cream                       | 29 5     | 16 2      | 5 0    |
| Soneryl (971 PSM8) 4A       |          |           |        |
| tablets                     | 25 16 0  | —         | 2 0    |
| 100                         | 40 0     | —         | 5 0    |
| 500                         | 12 6ea   | —         | 18 9   |
| 5000                        | 120 0ea  | —         | 180 0  |
| Sparklets (183 8OC)         |          |           |        |
| syphons                     |          |           |        |
| Ambassador                  | 115 5ea  | 15 10ea   | 189 0  |
| Executive                   | 85 8ea   | 11 11ea   | 126 0  |
| President                   | 320 7ea  | 44 1ea    | 525 0  |
| Spillers (1172 Spillers)    |          |           |        |
| mixed ovals 6 1/2lb         | 81 0     | 17 9      | 9 8    |
| Kenno biscuits 28lb         | 26 9ea   | 5 10ea    | 38 0   |
| Saval 6 1/2lb               | 85 3     | 18 6      | 10 3   |
| Shapes 6 1/2lb              | 81 0     | 17 9      | 9 8    |
| Winalot meal 6 1/2lb        | 81 0     | 17 9      | 9 8    |
| Spruce (514 Gillette)       |          |           |        |
| shave cream lather          |          |           |        |
| aerosol                     |          |           |        |
| talcum                      |          |           |        |
| Sta-blond (1113 S & 8)      |          |           |        |
| shampoo                     | 7 1      | 2 4       | 1 0    |
| sachet                      | 28 3     | 9 6       | 4 0    |
| Steedmans (1113 S & 8)      |          |           |        |
| nappy cream 55g             | 36 0     | —         | 4 0    |
| soothing powders (9)        | 17 1     | 5 9       | 2 5    |
| teething jelly              | 24 1     | 8 1       | 3 5    |
| Stimplete (1352 Wyeth)      |          |           |        |
| elixir 1200 ml              |          |           |        |
| Strix (859 Moore)           |          |           |        |
| Strix (878 Napp)            |          |           |        |
| Suncal (232 Carter)         |          |           |        |
| calamine cream 56g          | 1 10ea   | 8ea       | 3 6    |
| Supersoft (1038 R & C)      |          |           |        |
| bubble bath bottle          | 19 5     | 7 2       | 2 9    |
| hair spray standard         | 36 4     | 20 0      | 5 9    |
| economy                     | 44 7     | 24 7      | 7 0    |
| hair toner super            | 76 5     | 42 1      | 12 0   |
| hair toner sachet           | 6 5      | 3 6       | 1 0    |
| hand cream                  | 15 11    | 8 9       | 2 6    |
| talcum                      | 28 2     | 15 6      | 4 5    |
| waveset                     | 15 11    | 8 9       | 2 6    |
| Taka-Diastase (938 PD)      |          |           |        |
| liquid 125ml                |          |           |        |
| Tame (1242 Toni)            |          |           |        |
| creme rinse 60g             | 23 4     | 12 10     | 3 9    |
| 112g                        | 37 3     | 20 6      | 6 0    |
| 2oz & 4oz                   | —        | —         | —      |
| Taxico (232 Carter)         |          |           |        |
| dandelion coffee 4oz        | 2 8ea    | —         | 3 6    |
| 8oz                         | 5 2ea    | —         | 6 6    |
| 12oz                        | 7 0ea    | —         | 9 0    |
| Taylor's Seven Oils (110 8) |          |           |        |
| 100cc                       | 27 0     | 9 11      | 4 0    |
| 200cc                       | 41 0     | 15 0 1/2  | 6 3    |
| T.C.P. (1552 UL)            |          |           |        |
| antiseptic 2oz              | 17 0 1/2 | 6 3       | 2 5    |
| 8oz                         | 35 3 1/2 | 12 11 1/2 | 5 0    |

|                                      | Trade   | Tax     | Retail |
|--------------------------------------|---------|---------|--------|
| Terramycin (969 Pfizer)              |         |         |        |
| animal formulas TSVPO                |         |         |        |
| antibiotic feeds                     |         |         |        |
| Supplements 50lb                     | 100 0ea | —       | 120 0  |
| injection with                       |         |         |        |
| lignocaine 40ml                      | 14 11ea | —       | 22 4   |
| 100ml                                | 35 0ea  | —       | 52 6   |
| paediatric drops                     |         |         |        |
| 10ml                                 | 3 7ea   | —       | 5 5    |
| syrup 100ml                          | 7 2ea   | —       | 10 9   |
| tablets 100mg                        | 34 11ea | —       | 52 5   |
| topical ointment                     |         |         |        |
| 15g                                  | 2 3ea   | —       | 3 5    |
| 25g                                  | 3 5ea   | —       | 5 2    |
| Tes-Tape (413 Lilly)                 |         |         |        |
| dp 100cm                             | 8 3ea   | —       | 12 4   |
| Theogardene (971 PSM8) 4A            |         |         |        |
| tablets 100                          | 84 0    | —       | 10 6   |
| 500                                  | 30 10ea | —       | 46 3   |
| Thermogene (1073 Robinson)           |         |         |        |
| wool small                           | 21 0    | 7 8     | 3 2    |
| large                                | 34 6    | 12 8    | 5 4    |
| Therm-O-Lin (232 Carter)             |         |         |        |
| liniment 50ml                        | 2 4ea   | 10ea    | 4 6    |
| Thermos (1226 Thermos)               |         |         |        |
| vacuum flask 16QHT                   | —       | —       | 19 11  |
| stainless steel 226                  | —       | —       | 232 0  |
| 246                                  | —       | —       | 268 7  |
| Therm-O-Wool (232 Carter)            |         |         |        |
| small                                | 1 7ea   | 7ea     | 3 0    |
| large                                | 2 7ea   | 11ea    | 4 7    |
| Toni (1242 Toni)                     |         |         |        |
| casual hair colour                   | 62 1    | 34 2    | 10 0   |
| hair lightener                       | 62 1    | 34 2    | 10 0   |
| home permanent                       |         |         |        |
| regular, super and                   |         |         |        |
| gentle                               | 73 6    | 40 5    | 11 10  |
| tip                                  | 48 8    | 26 9    | 7 10   |
| spin curlers                         |         |         |        |
| regular, midget (12)                 | 27 4    | 10 0    | 4 0    |
| Solspin (9)                          | 36 5    | 13 4    | 4 0    |
| creme hair lightener                 | —       | —       | —      |
| Tonrinz (1038 R & C)                 |         |         |        |
| hair colour rinse                    | 6 5     | 3 6     | 1 0    |
| Tosca (1141 Simpkin)                 |         |         |        |
| liquorice sticks 25g                 | —       | —       | 10     |
| Trabvac (969 Pfizer)                 |         |         |        |
| poultry vaccine 50ml                 | —       | —       | —      |
| Trend (1467 Trend)                   |         |         |        |
| eyelashes                            | 55 6    | 30 6    | 9 11   |
| Tri-Adcorly (1176 Squibb) TS         |         |         |        |
| cream 30g                            | 26 6ea  | —       | 39 9   |
| Trimetts (1552 UL)                   |         |         |        |
| biscuits                             | 39 9    | —       | 4 5    |
| choc. fingers                        | 23 3    | 5 1 1/2 | 3 0    |
| wafers                               | 45 0    | —       | 5 0    |
| Trufood (1249 Trufood)               |         |         |        |
| Follow On 16oz                       | 64 10   | —       | 6 9    |
| half cream 16oz                      | 62 4    | —       | 6 6    |
| humanised 15oz                       | 64 10   | —       | 6 9    |
| Tuamine sulphate (413 Lilly)         |         |         |        |
| solution 1% 15ml                     | 2 8ea   | —       | 4 0    |
| Tubipads (1127 Seton) existing entry |         |         |        |
| Tubipads (1127 Seton)                |         |         |        |
| (distributors 93 8J)                 |         |         |        |
| for heels and elbows                 |         |         |        |
| small P4                             | 5 3ea   | —       | —      |
| medium P4X                           | 5 9ea   | —       | —      |
| large P5                             | 6 3ea   | —       | —      |
| sacral belts small,                  |         |         |        |
| medium or large P9                   | 28 0ea  | —       | —      |
| Tucal (252 Chelspa)                  |         |         |        |
| linctus †DDI 4oz                     | 37 6    | 13 9    | 6 1    |
| 40oz                                 | 27 9ea  | 10 2ea  | —      |
| 80oz                                 | 51 9ea  | 19 0ea  | —      |
| lozenges 18                          | 18 6    | 6 9     | 2 11   |
| 100                                  | 79 6    | 29 0    | 12 8   |
| Ucadrox (1261 Ucal)                  |         |         |        |
| stomach tablets 45                   | 36 9    | —       | 4 4    |
| Ucal (1261 Ucal) existing entry      |         |         |        |
| Ucal (1261 Ucal)                     |         |         |        |
| antiseptic healing                   |         |         |        |
| ointment 20 6                        | 7 6     | —       | 2 11   |
| antiseptic universal                 |         |         |        |
| cream 24 0                           | —       | —       | 3 2    |
| baby cream 22 6                      | 8 3     | —       | 3 10   |
| baby powder 18 0                     | 6 7     | —       | 2 11   |
| bay rum 100cc                        | 15 0    | 8 3     | 3 2    |
| bay rum &                            |         |         |        |
| cantharides 4oz                      | 16 0    | 8 9     | 3 8    |
| blister cream 19 6                   | 7 2     | —       | 3 6    |
| blood purifier 6oz                   | 21 0    | 7 8     | 3 6    |
| 16oz                                 | 36 9    | 13 6    | 6 8    |
| bronchial catarrh syrup†             |         |         |        |
| 4oz                                  | 22 6    | 8 3     | 3 10   |
| 8oz                                  | 32 9    | 12 0    | 5 8    |
| bronchial lozenges                   | 18 0    | 6 7     | 2 11   |
| burn dressing 25g                    | 24 0    | —       | 3 6    |
| chilblain paint 1/2oz                | 17 0    | 6 3     | 2 11   |
| children's aspirin soluble           |         |         |        |
| 50                                   | 14 9    | 5 5     | 2 3    |
| chillie paste 2oz                    | 22 6    | 8 3     | 3 10   |
| cinnamon and quinine                 |         |         |        |
| 2oz                                  | 22 0    | 8 1     | 3 6    |
| coffee 8oz                           | 68 6    | —       | —      |
| cough mixtures                       |         |         |        |
| all fours † 3oz                      | 18 0    | 6 7     | 3 3    |



# NEW from Co-Caps

IMIPRAMINE  
CO-CAP 25

# Imipramine

Each capsule contains 25 mg Imipramine BP 42/- per 250 (Basic NHS) **10% Discount** when ordered direct from CO-CAPS 361 Lillie Road London SW6 Telephone 01-370 4664 (reverse charge)

|  | Trade   | Tax   | Retail |
|--|---------|-------|--------|
| children's cherry bark †                             |         |       |        |
| 50cc   | 15 0    | 5 6   | 3 0    |
| 100cc  | 24 0    | 8 9   | 4 5    |
| adult's cherry cough †                               |         |       |        |
| 4oz  | 24 0    | 8 9   | 4 5    |
| junior linctus 2½oz                                  | 19 6    | 7 2   | 3 6    |
| 5oz  | 29 6    | 10 10 | 5 0    |
| speedy cough 2½oz                                    | 20 0    | 7 4   | 3 6    |
| 5oz  | 31 0    | 11 4  | 5 3    |
| diarrhoea mixture 4oz                                | 20 0    | 7 4   | 3 6    |
| ear drops golden embrocation 4oz                     | 23 0    | 8 5   | 3 10   |
| extract of malt 1lb                                  | 47 9    | —     | —      |
| 2lb  | 84 9    | —     | —      |
| with c.i.o. 1lb                                      | 48 6    | —     | —      |
| 2lb  | 85 9    | —     | —      |
| eye ointment † ½dr                                   | 12 0    | 4 5   | 2 1    |
| flavourings synthetic ½oz                            | 17 0    | —     | 2 3    |
| food colourings synthetic ½oz                        | 15 6    | —     | 2 3    |
| foot powder † 22 6                                   | 8 3     | 3 6   |        |
| Fuller's earth cream 1½oz                            | 15 0    | 8 3   | 3 3    |
| powder 50g   | 13 9    | —     | 2 3    |
| gargle, astringent rose 6oz                          | 17 0    | 6 3   | 3 2    |
| Gee's linctus BPC † DDI 100cc                        | 16 0    | —     | 2 0    |
| 200cc  | 26 0    | —     | 3 6    |
| gingerale concentrate 18 6                           | 4 1     | 2 11  |        |
| glycerine suppositories infant's 12                  | 19 0    | —     | —      |
| children's 12  | 24 0    | —     | —      |
| adults 12  | 30 0    | —     | —      |
| Indian Brandee 2oz                                   | 17 6    | 6 5   | 3 2    |
| 4oz  | 24 6    | 9 0   | 4 5    |
| indigestion lozenges 44                              | 18 0    | 6 7   | 2 11   |
| influenza mixture red 200cc                          | 24 9    | 9 1   | 4 3    |
| iodised throat lozenges 24                           | 12 0    | 4 5   | 2 1    |
| 48   | 18 0    | 6 7   | 3 2    |
| iron and yeast tonic tablets 100                     | 24 9    | —     | 3 6    |
| juniper beans 25                                     | 14 6    | 5 4   | 2 11   |
| L.L.C. lozenges 1½oz                                 | 8 0     | —     | 1 2    |
| menthol & wintergreen cream 1oz                      | 20 9    | 7 7   | 3 6    |
| nursery powder 100g                                  | 18 0    | 6 7   | 2 11   |
| ointment 1oz   | 22 6    | 8 3   | 3 6    |
| olive oil 2½oz                                       | 16 0    | —     | 2 3    |
| 5oz  | 26 6    | —     | 3 6    |
| 10oz   | 47 0    | —     | 6 4    |
| 20oz   | 85 0    | —     | 10 11  |
| pastilles catarrh 2oz                                | 21 0    | 7 8   | 3 3    |
| Gee's linctus †DDI 2oz                               | 19 6    | —     | 2 7    |
| glycerine, lemon & honey 2oz                         | 19 0    | 4 2   | 2 11   |
| glycerine thymol compound 2oz                        | 19 0    | —     | 2 7    |
| peppermint oil solution ½oz                          | 12 0    | —     | 1 9    |
| 25cc   | 16 9    | —     | 2 3    |
| pile ointment † 26 0                                 | 9 6     | 4 5   |        |
| pine disinfectant 16oz                               | 17 0    | —     | 2 3    |
| raspberry vinegar 75cc                               | 16 0    | —     | 2 3    |
| 150cc  | 24 0    | —     | 3 6    |
| and olive oil 75cc                                   | 16 9    | 6 2   | 2 6    |
| 5oz  | 28 0    | 10 3  | 4 11   |
| sulphur and lime lozenges 2oz                        | 10 6    | 3 10  | 1 9    |
| sulphur tablets orange flavour 7 0                   | 2 7     | 1 2   |        |
| toothache drops 2dr                                  | 19 6    | 7 2   | 3 3    |
| wart paint 1oz                                       | 18 0    | 6 7   | 3 3    |
| worm syrup 2oz                                       | 24 0    | 8 9   | 4 0    |
| Ultralanum (1479 5CL) T5 ointment 300g               | 130 2ea | —     | 189 5  |
| plain 300g   | 124 3ea | —     | 180 10 |
| Ultraproct (1479 5CL) T5 Ung. sedativum (211 Butler) |         |       |        |
| Valderma (1038 R & C) antiseptic balm tube           | 29 6    | —     | 3 3    |
| 1oz  | 40 7    | —     | 4 6    |
| 31 9   | —       | 3 6   |        |
| 2oz  | 45 0    | —     | 5 0    |
| 4oz  | 58 6    | —     | 6 9    |

|   | Trade     | Tax  | Retail |
|---|-----------|------|--------|
| shaving cream stick   | 25 7      | 9 5  | 3 6    |
| 14 3  | 5 3       | 2 0  |        |
| soap toilet bath  | 12 11     | 4 9  | 1 9    |
| 21 1  | 7 9       | 2 9  |        |
| 22 4  | 12 3      | 3 6  |        |
| talcum powder   |           |      |        |
| Valentine's (33 JA) meat juice extract  | 14 0ea    | —    | 18 0   |
| Valet (514 Gillette) blades (10)  | 25 1      | 9 3  | 4 7    |
| (10 pkts)   | (10 pkts) |      |        |
| Val Pak (1038 R & C) face pack sachet   | 12 2      | 6 8  | 1 11   |
| tube  | 24 0      | 13 2 | 3 9    |
| 32 4  | 17 9      | 4 11 |        |
| Valpeda (1038 R & C) foot balm  | 32 7      | —    | 3 9    |
| Variban (339 CG) elastic adhesive bandage 1in x 3yd   | 28 11     | —    | 3 4    |
| 2in x 3yd   | 48 6      | —    | 5 8    |
| 2½in x 3yd  | 59 4      | —    | 7 2    |
| 3in x 3yd   | 70 4      | —    | 8 2    |
| 4in x 3yd   | 90 6      | —    | 10 6   |
| Veet 'O' (1038 R & C) hair removing cream   | 27 4      | 15 0 | 4 2    |
| 36 3  | 19 11     | 5 6  |        |
| 50 0  | 27 6      | 7 9  |        |
| 50 6  | 27 9      | 8 0  |        |
| lotion  |           |      |        |
| Vibra (721 LC) existing entry   |           |      |        |
| Vibra (721 LC) tonic bath   | 21 6      | 11 3 | 3 6    |
| Vince (721 LC) powder 2oz   | 28 2      | 9 10 | 4 0    |
| Vitalising (1286 VGC) (distributors 1141 Simpkin) glucose tablets rolls                         | 5         | —    | 1 0    |
| Vykmin (1113 5 & B) capsules  | 46 6      | —    | 5 2    |
| 84 9  | —         | 9 5  |        |
| 153 0   | —         | 17 0 |        |
| Wate-on (366 Dendron) emulsion regular 16oz   | 163 6     | —    | 19 5   |
| super 16oz  | 210 6     | —    | 25 0   |
| tablets regular 96  | 163 6     | —    | 19 5   |
| super 96  | 210 6     | —    | 25 0   |
| Waterbury's (721 LC) compound 16oz  | 70 8      | 24 8 | 10 9   |
| Wellcome (208 BW) influenza split virus vaccine (inactivated) deoxycholate treated bivalent 1ml | 12 0ea    | —    | 18 0   |
| 10ml  | 100 0ea   | —    | 150 0  |
| White Cross (338 Cussons) baby powder   | 13 9      | 4 7½ | 2 1    |
| 23 8  | 7 11½     | 3 7  |        |
| Wild Fern (1355 Yardley) soap   | 23 0      | 8 5  | 3 3    |
| Woman's World (388 Dreston) cleansing cream 112cc   | 35 0      | 18 9 | 6 0    |
| colour shampoo 230cc  | 35 0      | 18 9 | 6 0    |
| facial moisture cream 112cc   | 32 0      | 17 2 | 5 7    |
| hair conditioner 53g  | 44 0      | 23 7 | 7 7    |

|                                   | Trade | Tax  | Retail |
|-----------------------------------|-------|------|--------|
| hair shampoo 230cc                | 30 0  | 10 9 | 4 9    |
| hand lotion 112cc                 | 32 0  | 17 2 | 5 7    |
| moisture base 53g                 | 44 0  | 23 7 | 7 7    |
| perfume purser 5cc                | 63 0  | 33 9 | 10 10  |
| rich skin food 53g                | 44 0  | 23 7 | 7 7    |
| splash Cologne 108cc              | 75 0  | 40 3 | 12 10  |
| Woolulose (339 CG) household wool | 18 0  | —    | 2 2    |
| Yaxa (366 Dendron) aerosol        | 48 3  | 25 3 | 7 10   |
| Cologne No.1                      | 51 10 | 27 1 | 8 5    |
| refill                            | 48 3  | 25 3 | 7 10   |
| luxury spray                      | 36 11 | 19 4 | 6 0    |
| refill                            | 29 9  | 15 7 | 4 10   |
| roll-on                           | 42 1  | 22 0 | 6 10   |
| refill                            | 36 0  | 18 9 | 5 10   |

## AMENDMENTS AND ADDITIONS TO KEY TO SUPPLIERS

25 AS=Albion Soap Co. Ltd, 30 Thames Street Hampton-on-Thames, Middlesex. 01-979 0171.  
33 JA=Joseph Allen, c/o 12 Park Hill, Bury Old Road Prestwich, Manchester. 061-740 3438.  
70 AHF=Associated Health Foods Ltd, Alford House Oyster Lane, Byfleet, Surrey. Byfleet 44402.  
171 BLL=Bristol Laboratories Ltd, Stamford House Station Road, Langley, Bucks. Slough 44511.  
368 DHP=Dental Health Promotion, 104a Cheyne Walk, London, S.W.10. 01-351 0326.  
414 Elliman=Elliman & Co Ltd, 5c. Helens, Lancs. 0744-27461.  
671 Jeyes=Jeyes UK Ltd, Brunel Way, Thetford Norfolk. Thetford 4567.  
708 KI=Knightsbridge Importers Ltd, Kynance Place Gloucester Road, London, S.W.7. 01-584 8741.  
762 Limbex=Limbex Ltd, 124 Barby Road, London W.10. 01-969 9471.  
800 TM=Thomas Marns & Co, Brookside Avenue Rustington, Sussex. Rustington 3237.  
826 Medex=Medexport Ltd, Du Barry House, Jame Street, London, W.1. 01-935 3711.  
905 Nutriken=Nutriken Ltd, Dalton, Thirsk, York shire. Topcliffe 392.  
935 Papier=Papier Poudre Ltd, 15 Oxford Circle Avenue, London, W.1. 01-437 2661.  
983 Pifco=Pifco Ltd, Princess Street, Failsworth Manchester M35 0HS. 061-681 8321.  
1237 Tillott=Tillotts Laboratories, 44 Lupus Street London, S.W.1. 01-828 3641.  
1311 Warth=Warth of Chatteris, Wych Elm House Harlow, Essex. 027-96 22231.  
1446 Pearmoss=Pearmoss Ltd, 20 Wallington Square Wallington, Surrey. 01-669 3195.  
1487 Juvena=Juvena (Great Britain) Ltd, 1 Berkeley Square, London, W.1. 01-629 0368.  
1506 Mennen=Mennen UK Ltd, Mennen House Marlowe, Bucks. Marlowe 6565.  
1515 EML=Europa Merchants Ltd, 6 Old Bond Street London, W.1X 3TA. 01-493 4654.  
1517 Nella=Nella Products, 99 Wales Road, Kiveton Sheffield.  
1530 Fisons=Fisons Ltd, Pharmaceutical Division, 1 Derby Road, Loughborough, Leics. Loughborough 311.  
1561 MD=Michael Denham Ltd, North Lane, Aldershot, Hants. 0252-24373.

## THIS WEEK'S CHANGES

|   | Trade  | Tax | Retail |
|---|--------|-----|--------|
| 92 (143 BM) ointment                          | 20 1   | 7 4 | 2 10   |
| A.A. (211 Butler) † lozenges                  | 18 0   | 6 7 | 3 3    |
| ointment                                      | 18 0   | 6 7 | 3 3    |
| Abadim (143 BM) tablets                       | 14 2   | 5 2 | 2 0    |
| Adwin (266 Clarnell) existing entry           |        |     |        |
| Adwin (266 Clarnell) balm 30g                 | 3 0ea  | —   | —      |
| paediatric 120ml                              | 3 0ea  | —   | —      |
| 500ml   | 10 0ea | —   | —      |
| tablets 100                                   | 7 6ea  | —   | —      |
| 500   | 28 0ea | —   | —      |
| Aminacyl (1303 Wander) sodium PA5 powder 500g | 27 7ea | —   | —      |
| cachets 1.5g 100                              | 16 9ea | —   | —      |
| 500   | 74 5ea | —   | —      |
| intravenous drip 250g                         | 42 0ea | —   | —      |
| tablets 0.5g 500                              | 19 9ea | —   | —      |
| 0.75g 500                                     | 25 9ea | —   | —      |

|                                       | Trade  | Tax  | Retail |
|---------------------------------------|--------|------|--------|
| Antimate (143 BM) aerosol             | 49 6   | —    | 5 6    |
| fluid                                 | 33 9   | —    | 3 9    |
| tablets                               | 22 6   | 8 3  | 3 2    |
| 40 10                                 | 15 0   | 5 9  |        |
| Antiperiodic (211 Butler) tablets 250 | 72 0   | —    | 9 0    |
| 500                                   | 11 0ea | —    | 16 6   |
| 1000                                  | 20 0ea | —    | 30 0   |
| Arrid (235 Carteret) deodorant cream  | 27 6   | 10 1 | 4 0    |
| 34 4                                  | 12 7   | 5 0  |        |
| deodorant roll-on                     | 38 4   | 21 1 | 6 2    |
| refill                                | 33 10  | 18 7 | 5 5    |
| spray squeeze bottle                  | 27 5   | 15 1 | 4 5    |
| Supreme aerosol talcum powder         | —      | —    | —      |
| Bisma Calna (211 Butler) 500ml        | 84 0   | —    | 10 6   |
| 2l                                    | 23 0ea | —    | 34 6   |



|                                 | Trade       | Tax     | Retail |   |
|---------------------------------|-------------|---------|--------|---|
| <b>Martin (143 8M)</b>          |             |         |        | A |
| disinfectant dog soap           | 13 7        | 5 0     | 1 11   |   |
| erient tablets                  | 14 2        | 5 2     | 2 0    |   |
| oom shampoo                     | 17 9        | 6 6     | 2 6    |   |
| alk blocks                      | 17 9        | 6 6     | 2 6    |   |
| ndition tablets                 | 10 11       | —       | 1 2    |   |
|                                 | 26 6        | —       | 2 10   |   |
|                                 | 45 3        | —       | 4 10   |   |
| rrhoea tablets                  | 14 2        | 5 2     | 2 0    |   |
| capsules                        | 26 0        | 9 6     | 3 8    |   |
| e ointment                      | 20 1        | 7 4     | 2 10   |   |
| ative tablets                   | 22 6        | 8 3     | 3 2    |   |
| ampoo liquid                    | 36 1        | 13 3    | 5 1    |   |
| ow ring sachet                  | 11 3        | 4 1½    | 1 7    |   |
| dispenser                       | 22 6        | 8 3     | 3 2    |   |
| omach tablets                   | 24 3        | 8 11    | 3 5    |   |
| <b>oloxine (346 Dales) †</b>    |             |         |        | A |
| 25                              | 24 0        | 8 10    | 3 9    |   |
| 500                             | 44 0ea      | 16 2ea  | 82 2   |   |
| <b>exen (211 Butler)</b>        |             |         |        | A |
| 100ml                           | 36 0        | 13 3    | 5 9    |   |
| <b>ium B-PAS (1303 Wander)</b>  |             |         |        | A |
| lders 3-5g                      | 100         | 51 7ea  | —      |   |
| 500                             | 240 0ea     | —       | —      |   |
| <b>alettes (1244 TLL)</b>       |             |         |        | A |
| inules                          | 40          | 20 0    | 7 4    |   |
|                                 | 200         | 70 2    | 25 9   |   |
|                                 | 20          | 20 0    | 7 4    |   |
|                                 | 100         | 70 2    | 25 9   |   |
| <b>P. (211 Butler) † DDI</b>    |             |         |        | A |
| 250                             | 12 0ea      | —       | 18 0   |   |
| 500                             | 22 0ea      | —       | 33 0   |   |
| 1000                            | 41 0ea      | —       | 61 6   |   |
| <b>ers (235 Carteret)</b>       |             |         |        | A |
| le liver pills                  | 20 3        | 7 5     | 2 10   |   |
|                                 | 40 11       | 15 0    | 5 10   |   |
| <b>ed-S (1237 Tillott)</b>      |             |         |        | A |
| lets                            | 60          | 20 6ea  | 7 6ea  |   |
|                                 | 240         | 75 0ea  | 27 6ea |   |
|                                 | 600         | 164 3ea | 60 3ea |   |
| <b>ocard (1237 Tillott)</b>     |             |         |        | I |
| lets                            | 180         | 29 6ea  | —      |   |
| <b>ar (266 Clarnell)</b>        |             |         |        | D |
| 60g                             | 3 0ea       | —       | —      |   |
| 2oz                             | —           | —       | —      |   |
| <b>nsfur (143 8M)</b>           |             |         |        | A |
| oming powder                    | 17 9        | 6 6     | 2 6    |   |
| <b>hi-Sal (800 TM) †S4B</b>     |             |         |        | I |
| ules                            | 50          | 68 9    | 25 3   |   |
|                                 | 100         | 127 0   | 46 7   |   |
| <b>iphenicol (346 Dales) T5</b> |             |         |        | A |
| drops                           | 10ml        | 14 0ea  | —      |   |
| <b>(301 Coty)</b>               |             |         |        | A |
| make-up existing range          |             |         |        |   |
| owpencil                        | 448         | 37 0    | 20 4   |   |
| owshadow                        | 449         | 50 0    | 27 6   |   |
| keliner                         | 453         | 47 0    | 25 10  |   |
| eshadow                         | 444         | 50 0    | 27 6   |   |
| eshine                          | 456         | 57 0    | 31 4   |   |
| epencil                         | 450         | 84 0    | 46 2   |   |
| refill                          | 451         | 30 0    | 16 6   |   |
| erbrush                         | 452         | 50 0    | 27 6   |   |
| quidline                        | 446         | 63 0    | 40 2   |   |
| nglash                          | 440         | 97 0    | 53 4   |   |
| refill                          | 441         | 67 0    | 36 10  |   |
| ascara                          | 442         | 57 0    | 31 4   |   |
| ll-on-lash                      | 454         | 84 0    | 46 2   |   |
| ickshadow                       | 443         | 50 0    | 27 6   |   |
| adowbrush                       | 445         | 50 0    | 27 6   |   |
| inshadow                        | 447         | 59 0    | 32 5   |   |
| n fresher                       | 307         | 83 0    | 45 8   |   |
| <b>ne Puff Plus (813 MF)</b>    |             |         |        | C |
| mpact                           | 58 0        | 30 4    | 9 9    |   |
| <b>san (346 Dales)</b>          |             |         |        | A |
| uid                             | 45ml        | 72 0    | 26 5   |   |
| ment                            | 25g         | 72 0    | 26 5   |   |
| der                             | 80g         | 72 0    | 26 5   |   |
| <b>(458 FPL) existing entry</b> |             |         |        | D |
| <b>(458 FPL)</b>                |             |         |        | I |
| mpoo                            | 95cc        | 31 6    | 11 7   |   |
|                                 | 480cc       | 136 0   | 49 10  |   |
|                                 | 1920cc      | 350 0   | 128 4  |   |
| <b>endox (838 Merrell) †s7</b>  |             |         |        | A |
| lets                            | 50          | 23 0ea  | —      |   |
|                                 | 250         | 106 0ea | —      |   |
|                                 | 100         | —       | —      |   |
| <b>rox (143 8M)</b>             |             |         |        | A |
| lets major                      | 18 0        | —       | 2 0    |   |
| minor                           | 18 0        | —       | 2 0    |   |
| <b>yril (1530 Fisons)</b>       |             |         |        | D |
| ittles                          |             |         |        |   |
| <b>oplast (1155 S &amp; N)</b>  |             |         |        |   |
| it aid cases                    |             |         |        |   |
| actory                          | F1          | —       | 44 0   |   |
|                                 | F2          | —       | 95 0   |   |
|                                 | F3          | —       | 145 0  |   |
| gricultural                     | B1          | —       | 20 0   |   |
|                                 | B2          | —       | 31 0   |   |
| <b>il (143 8M)</b>              |             |         |        | A |
|                                 | 40 6        | —       | 4 6    |   |
| <b>ect (266 Clarnell)</b>       |             |         |        | • |
| xir                             | 500ml       | 6 2ea   | —      |   |
|                                 | 2l          | 20 0ea  | —      |   |
|                                 | 20oz & 80oz | —       | —      |   |
| <b>ect-forte (266 Clarnell)</b> |             |         |        | D |
| xir                             | 120ml       | 5 6ea   | —      |   |
|                                 | 4oz         | —       | —      |   |

|   | Trade  | Tax    | Retail |   |
|---|--------|--------|--------|---|
| <b>Eraldin (649 ICI)</b>                      |        |        |        | • |
| ampoules 10mg/5ml                             | 90     | 0ea    | —      |   |
| 10  | 71     | 0ea    | —      |   |
| tablets                                       | 100    | —      | —      |   |
| 500   | 333    | 3ea    | —      |   |
| <b>Erytex (211 Butler)</b>                    |        |        |        | A |
| ointment tube                                 | 18 0   | 6 7    | 3 3    |   |
| 500g  | 10 0ea | —      | 15 0   |   |
| <b>Face-Elle (800 TM)</b>                     |        |        |        | D |
| <b>Facelle (800 TM)</b>                       |        |        |        | I |
| tissues mens                                  | 36 0   | 4 11½  | 4 9    |   |
| Royale womens                                 | 34 0   | 4 8    | 4 6    |   |
| <b>Falconers (800 TM)</b>                     |        |        |        | A |
| golden compound                               | 26 6   | 9 8½   | 3 9    |   |
| <b>Feravol-F (228 Carlton)</b>                |        |        |        |   |
| tablets                                       | 250    | 14 6ea | —      |   |
| 1000  | 52 0ea | —      | —      |   |
| <b>Fullers (800 TM)</b>                       |        |        |        | A |
| celery perles                                 | 30     | 14 0   | 5 1½   |   |
| 90  | 35 3   | 12 11  | 5 0    |   |
| 180   | 56 6   | 20 8½  | 8 0    |   |
| 480   | 148 3  | 54 4   | 21 0   |   |
| golden balm                                   | 24 8   | 9 0½   | 3 6    |   |
| <b>Gala of London (876 MP) existing entry</b> |        |        |        | D |
| <b>Gala of London (876 MP)</b>                |        |        |        | I |
| after bath lotion                             |        |        |        |   |
| IGK5  | 84 0   | 46 2½  | 15 0   |   |
| azure cleaner                                 | IGF9   | 72 10  | 40 1   |   |
| moisture                                      | IGF1   | 78 5   | 42 11  |   |
| toner   | IGF1   | 72 10  | 40 1   |   |
| Barely There                                  | IGB8   | 50 5   | 27 9   |   |
| bath milk                                     | IGK7   | 125 10 | 46 2   |   |
| blush stroke                                  | IGE2   | 50 5   | 27 9   |   |
| cake liner                                    | IGC3   | 50 5   | 27 9   |   |
| Colour Up                                     | IGD8   | 95 3   | 52 5   |   |
| complexion brush                              |        |        |        |   |
| IGE3  | 95 3   | 34 11  | 15 0   |   |
| Easy lash                                     | IG43   | 106 0  | 58 3½  |   |
| eyebrow pencil                                |        |        |        |   |
| IGC2  | 19 0   | 10 5½  | 3 5    |   |
| king size                                     | IGE8   | 22 5   | 12 4   |   |
| eye glimmers                                  | IG99   | 50 5   | 27 9   |   |
| eyelashes                                     |        |        |        |   |
| all rounders                                  | IGE1   | 168 0  | 92 5   |   |
| half measures                                 |        |        |        |   |
| IGH7  | 95 3   | 52 5   | 17 0   |   |
| full measures                                 |        |        |        |   |
| IGH6  | 110 10 | 60 11½ | 19 10  |   |
| eye liner brush                               |        |        |        |   |
| IG39  | 31 10  | 11 8   | 5 0    |   |
| eye make-up                                   |        |        |        |   |
| remover                                       | IGL3   | 33 7   | 18 6   |   |
| eye shaping brush                             |        |        |        |   |
| IG41  | 31 10  | 11 8   | 5 0    |   |
| Face lift                                     | IGG8   | 78 5   | 43 1½  |   |
| Face up                                       | IGD6   | 95 3   | 52 5   |   |
| flowing velvet                                | IGC6   | 44 9   | 24 7   |   |
| fragrance                                     | IGK4   | 128 10 | 70 10  |   |
| golden cleanser                               |        |        |        |   |
| IGF6  | 72 10  | 40 1   | 13 0   |   |
| toner   | IGF7   | 72 10  | 40 1   |   |
| moisture                                      | IGG2   | 78 5   | 42 11  |   |
| lash colouring kit                            |        |        |        |   |
| IG90  | 110 10 | 60 11½ | 19 10  |   |
| light perfume                                 | IGK3   | 151 3  | 83 2   |   |
| lipstick                                      |        |        |        |   |
| soft centre                                   | IG93   | 56 0   | 30 9½  |   |
| "locked in"                                   | IGA3   | 47 0   | 25 10  |   |
| liquid line                                   | IG98   | 44 10  | 24 8   |   |
| Look Natural                                  | IGC7   | 56 0   | 30 9½  |   |
| mascara Fast                                  |        |        |        |   |
| Lash  |        |        |        |   |
| IGC4  | 52 7   | 28 11  | 9 5    |   |
| refill  | IGC5   | 35 10  | 19 8½  |   |
| fibre lash                                    | IGA8   | 56 0   | 30 9½  |   |
| refill  | IGA9   | 39 3   | 21 7   |   |
| lashmaker                                     | IGB3   | 89 7   | 49 3   |   |
| refill  | IGB4   | 56 0   | 30 9½  |   |
| matte shadow                                  | IGA5   | 44 10  | 24 8   |   |
| nail colour                                   |        |        |        |   |
| "Little Gem"                                  |        |        |        |   |
| IGA1  | 22 5   | 12 4   | 4 0    |   |
| IGA2  | 23 0   | 15 5   | 5 0    |   |
| pearl   |        |        |        |   |
| remover                                       | IGB7   | 30 3   | 16 8   |   |
| pick and paint                                |        |        |        |   |
| palette                                       | IGT8   | 140 0  | 77 0   |   |
| natural cleanser                              |        |        |        |   |
| IGF3  | 72 10  | 40 1   | 13 0   |   |
| moisture                                      | IGF5   | 78 5   | 42 11  |   |
| toner   | IGF4   | 72 10  | 40 1   |   |
| Night Life                                    | IGC6   | 95 3   | 52 5   |   |
| perfume                                       | IGK1   | 168 0  | 92 5   |   |
| perfume oil                                   | IGK2   | 252 0  | 138 7  |   |
| pure moisture                                 |        |        |        |   |
| IGG7  | 95 3   | 52 5   | 17 0   |   |
| party palette                                 | IGJ1   | 140 0  | 77 0   |   |
| shadow stick                                  | IGA7   | 44 10  | 24 8   |   |
| Shape Up                                      | IGD7   | 95 3   | 52 5   |   |
| Sheer Finish                                  | IGC8   | 44 9   | 24 7   |   |
| Shine Up                                      | IGD9   | 95 3   | 52 5   |   |
| skin tint                                     | IGJ3   | 61 7   | 33 10½ |   |
| talc  | IGK6   | 72 9   | 40 0   |   |
| talc puffer                                   | IGG6   | 33 7   | 18 6   |   |
| talc shaker                                   | IG97   | 37 0   | 20 4   |   |
| translucent powder                            |        |        |        |   |
| IGD2  | 61 7   | 33 10½ | 11 0   |   |
| wash off                                      | IGG9   | 89 0   | 32 7   |   |
| <b>Gaylets (143 8M)</b>                       |        |        |        | A |
|   | 11 8   | —      | 1 3    |   |
|   | 28 1   | —      | 3 0    |   |

|  |            |       | Trade  |  | Tax    |  | Retail |   |
|--|------------|-------|--------|--|--------|--|--------|---|
| <b>Gon (1305 WB)</b><br>(distributors 690 Keldon)        |            |       |        |  |        |  |        | A |
| tablets  | 24         | 31    | 6      |  | —      |  | 3 6    |   |
|  | 50         | 54    | 0      |  | —      |  | 6 0    |   |
| <b>Grossmith (544 Grossmith)</b>                         |            |       |        |  |        |  |        | D |
| <b>Harvester (211 Butler)</b><br>malt and oil            | 11b        |       | 36 0   |  | —      |  | —      | A |
|  | 21b        |       | 64 0   |  | —      |  | —      |   |
| <b>Heaven Sent (596 HR)</b><br>splash Cologne            |            |       | —      |  | —      |  | 18 0   | ● |
| <b>Helena Rubinstein (596 HR)</b><br>skin life mask tube |            |       | —      |  | —      |  | 5 6    | ● |
| <b>Histantin (208 BVV)</b><br>cream                      | 11b        |       |        |  |        |  |        | D |
| <b>Huxley's (800 TM)</b><br>dusting powder 3oz           |            |       | 20 0   |  | 7 4    |  | 2 10   | A |
| <b>Ilford (645 Ilford)</b><br>films black and white      |            |       |        |  |        |  |        | A |
| FP4  |            |       |        |  |        |  |        |   |
|  | 127        |       | 36 0   |  | 20 0   |  | 6 2    |   |
|  | 120        |       | 36 0   |  | 20 0   |  | 6 2    |   |
|  | 620        |       | 36 0   |  | 20 0   |  | 6 2    |   |
|  | 135-20     |       | 53 0   |  | 29 0   |  | 8 9    |   |
|  | 135-36     |       | 70 0   |  | 39 0   |  | 11 7   |   |
|  | 935 refill |       | 41 0   |  | 23 0   |  | 6 10   |   |
|  | 5 metres   | 8     | 10ea   |  | 4 10ea |  | 17 5   |   |
|  | 17 metres  | 26    | 10ea   |  | 14 9ea |  | 53 1   |   |
| HP4  |            |       |        |  |        |  |        |   |
|  | 135-20     |       | 53 0   |  | 29 0   |  | 8 9    |   |
|  | 135-36     |       | 70 0   |  | 39 0   |  | 11 7   |   |
|  | 935 refill |       | 41 0   |  | 23 0   |  | 6 10   |   |
|  | 5 metres   | 8     | 10ea   |  | 4 10ea |  | 17 5   |   |
|  | 17 metres  | 26    | 10ea   |  | 14 9ea |  | 53 1   |   |
| Pan F  |            |       |        |  |        |  |        |   |
|  | 135-20     |       | 53 0   |  | 29 0   |  | 8 9    |   |
|  | 135-36     |       | 70 0   |  | 39 0   |  | 11 7   |   |
|  | 935 refill |       | 41 0   |  | 23 0   |  | 6 10   |   |
|  | 5 metres   | 8     | 10ea   |  | 4 10ea |  | 17 5   |   |
|  | 17 metres  | 26    | 10ea   |  | 14 9ea |  | 53 1   |   |
| paper Ilfobrom,<br>single weight                         |            |       |        |  |        |  |        |   |
| 2½ × 3½  | 100        |       | 5 9ea  |  | 3 2ea  |  | 11 10  |   |
| 3½ × 4½  | 100        |       | 9 3ea  |  | 5 1ea  |  | 19 0   |   |
| 3½ × 5½  | 25         |       | 3 9ea  |  | 2 1ea  |  | 7 9    |   |
|  | 100        |       | 11 0ea |  | 6 1ea  |  | 22 7   |   |
| 4¾ × 6½  | 25         |       | 5 5ea  |  | 3 0ea  |  | 11 2   |   |
|  | 100        |       | 16 3ea |  | 8 11ea |  | 33 4   |   |
| 6½ × 8½  | 25         |       | 9 0ea  |  | 4 11ea |  | 18 5   |   |
|  | 100        |       | 28 0ea |  | 15 5ea |  | 57 5   |   |
| double weight  |            |       |        |  |        |  |        |   |
| 3½ × 4½  | 100        |       | 11 0ea |  | 6 1ea  |  | 22 7   |   |
| 3½ × 5½  | 25         |       | 4 0ea  |  | 2 2ea  |  | 8 2    |   |
|  | 100        |       | 12 0ea |  | 6 7ea  |  | 24 7   |   |
| 4¾ × 6½  | 25         |       | 6 2ea  |  | 3 5ea  |  | 12 8   |   |
|  | 100        |       | 19 3ea |  | 10 7ea |  | 39 6   |   |
| 6½ × 8½  | 25         |       | 10 4ea |  | 5 8ea  |  | 22 2   |   |
|  | 100        |       | 33 6ea |  | 18 5ea |  | 68 8   |   |
| chemicals  |            |       |        |  |        |  |        |   |
| Bromophen developer                                      |            |       |        |  |        |  |        |   |
| 11   |            | 4     | 10ea   |  | —      |  | 7 3    |   |
| 80oz   |            | 6     | 10ea   |  | —      |  | 10 3   |   |
| 1 gal  |            | 9     | 0ea    |  | —      |  | 13 6   |   |
| 3 gal  |            | 22    | 5ea    |  | —      |  | 33 8   |   |
| Hyfin developer  |            |       |        |  |        |  |        |   |
| 5 × 600cc  |            | 3     | 4ea    |  | —      |  | 5 1    |   |
| Hypam fixer  |            |       |        |  |        |  |        |   |
| 10oz   |            | 6     | 10ea   |  | —      |  | 10 3   |   |
| 80oz   |            | 29    | 0ea    |  | —      |  | 43 6   |   |
| hardener   |            | 20oz  | 6 0ea  |  | —      |  | 9 0    |   |
| ID-2 developer   |            | 80oz  | 4 10ea |  | —      |  | 7 3    |   |
| 1 gal  |            | 6     | 8ea    |  | —      |  | 10 0   |   |
| ID-11 developer  |            |       |        |  |        |  |        |   |
| 600cc  |            | 4     | 0ea    |  | —      |  | 6 0    |   |
| 80oz   |            | 4     | 10ea   |  | —      |  | 7 3    |   |
| 1 gal  |            | 6     | 8ea    |  | —      |  | 10 0   |   |
| 3 gal  |            | 16    | 5ea    |  | —      |  | 24 8   |   |
| IF-23 fixer  |            | 1 gal | 12 0ea |  | —      |  | 18 0   |   |
| Illofix  |            | 80oz  | 5 5ea  |  | —      |  | 8 2    |   |
| 1 gal  |            | 7     | 8ea    |  | —      |  | 11 6   |   |
| liquid acid hardener                                     |            |       |        |  |        |  |        |   |
| 80oz   |            | 12    | 5ea    |  | —      |  | 18 8   |   |
| 1 gal  |            | 17    | 3ea    |  | —      |  | 25 11  |   |
| Microphen developer                                      |            |       |        |  |        |  |        |   |
| 2.51   |            | 5     | 5ea    |  | —      |  | 8 2    |   |
| 3 gal  |            | 19    | 2ea    |  | —      |  | 28 9   |   |
| PQ universal developer                                   |            |       |        |  |        |  |        |   |
| 1 gal  |            | 22    | 8ea    |  | —      |  | 34 0   |   |
| lamp, darkroom   |            |       |        |  |        |  |        |   |
| No. 2  |            | 55    | 0ea    |  | —      |  | 82 6   |   |
| No. 4  |            | 169   | 0ea    |  | —      |  | 233 6  |   |
| No. 7  |            | 78    | 6ea    |  | —      |  | 117 6  |   |
| No. 8  |            | 78    | 6ea    |  | —      |  | 117 9  |   |
| junior   |            | 55    | 0ea    |  | —      |  | 82 6   |   |
| <b>Inotyl (346 Dales)</b><br>ointment                    | 25g        | 27    | 0      |  | 9 11   |  | 4 3    | A |
|  | 50g        | 36    | 0      |  | 13 2   |  | 5 7    |   |
| powder   | 120g       | 32    | 0      |  | 11 9   |  | 5 0    |   |
|  | 180g       | 50    | 0      |  | 18 4   |  | 7 9    |   |
| <b>Iron-Ox (800 TM)</b><br>tonic tablets                 | 42         | 27    | 0      |  | —      |  | 3 0    | A |
|  | 126        | 54    | 0      |  | —      |  | 6 0    |   |
|  | 252        | 85    | 6      |  | —      |  | 9 6    |   |
| <b>Janet's (800 TM)</b><br>solvent                       |            | 19    | 4      |  | 7 1    |  | 2 9    | A |
| <b>Juno Junipah (800 TM)</b><br>major effervescent       |            | 49    | 5      |  | 18 1   |  | 7 0    | A |
| salts non-effervescent                                   |            | 28    | 3      |  | 10 4   |  | 4 0    |   |
| tablets  |            | 26    | 6      |  | 9 8½   |  | 3 9    |   |
| <b>Kenadex (987 PYP)</b><br>extract                      | 7½oz       | 32    | 0      |  | —      |  | 4 0    | A |
|  | 15oz       | 56    | 0      |  | —      |  | 7 0    |   |
|  | 61b        | 27    | 0ea    |  | —      |  | 36 0   |   |
|  | 3oz        | —     | —      |  | —      |  | —      | D |



|   | Trade   | Tax    | Retail |       |
|---|---------|--------|--------|-------|
| <b>Kitzyme (978 PYP)</b>                  |         |        |        | A     |
| tablets                                   | 50      | 15 5   | —      | 1 10  |
|   | 250     | 40 0   | —      | 4 9   |
|   | 750     | 80 6   | —      | 9 7   |
|   | 3500    | 25 6ea | —      | 34 0  |
| <b>Kotex (702 KC)</b>                     |         |        |        |       |
| 25 case rates minimum order direct        |         |        |        |       |
| New Freedom                               |         |        |        |       |
| panties                                   | 56      | 4      | 7 8    | 7 11  |
| towels                                    | 12      | 47 10  | —      | 2 9   |
|   | (2 doz) |        |        |       |
| <b>Limmits (1552 UL)</b>                  |         |        |        |       |
| savoury cheese & onion                    | 22      | 6      | —      | 2 6   |
| <b>Lydrin (211 Butler)</b>                |         |        |        |       |
| 500ml                                     | 14      | 0ea    | —      | 21 0  |
| 2l  | 46      | 0ea    | —      | 69 0  |
| <b>Lyndiol (917 Organon)</b>              |         |        |        | D     |
| tablets 5mg                               | —       | —      | —      | —     |
| <b>Mackenzies (800 TM)</b>                |         |        |        | A     |
| smelling salts                            | 21      | 2      | 7 9    | 3 0   |
| handbag                                   | 17      | 8      | 6 6    | 2 6   |
| <b>Manly (1421 TMC)</b>                   |         |        |        | A     |
| man's belt                                | —       | —      | —      | 52 0  |
| crutch pieces                             | —       | —      | —      | 6 0   |
| <b>Marigold (774 LR)</b>                  |         |        |        | A     |
| baby pants snappies                       | 27      | 7      | —      | 3 4   |
| house gloves Suregrip                     | 40      | 0      | 5 0    | 5 4   |
| <b>Martinmilk (153 BM)</b>                |         |        |        |       |
|   | 40      | 8      | 8 11   | 5 3   |
| <b>Mary Quant (876 MP) existing entry</b> |         |        |        | D     |
| <b>Mary Quant (876 MP)</b>                |         |        |        | I     |
| all over lotion                           | 78      | 5      | 43 11  | 14 0  |
| bath beads                                | 110     | 10     | 60 11  | 19 0  |
| bath oil                                  | 95      | 3      | 52 5   | 17 0  |
| Blushbaby compact                         | 72      | 10     | 40 1   | 13 0  |
| blush sticks                              | 95      | 3      | 52 5   | 17 0  |
| breathalyzers                             | 25      | 5      | 9 4    | 4 0   |
| cake liner                                | 61      | 7      | 33 10  | 11 0  |
| Cheeky                                    | 61      | 7      | 33 10  | 11 0  |
| colour crayons                            | 196     | 9      | 107 9  | 35 0  |
| colour stick                              | 95      | 3      | 52 5   | 17 0  |
| Come Clean                                | 100     | 10     | 55 5   | 18 6  |
| eye gloss                                 | 67      | 3      | 37 0   | 12 0  |
| eyelashes                                 |         |        |        |       |
| Jeepers Peepers                           | 104     | 3      | 57 4   | 18 7  |
| everyday                                  | 110     | 10     | 60 11  | 19 10 |
| fashion                                   | 156     | 10     | 86 3   | 28 0  |
| loads of lash (5 pair)                    | 280     | 0      | 154 0  | 50 0  |
| eyelash adhesive                          | 28      | 0      | 15 5   | 5 0   |
| eye lash colour                           | 95      | 3      | 52 5   | 17 0  |
| refill                                    | 67      | 3      | 37 0   | 12 0  |
| eyeliner brush                            | 38      | 3      | 14 0   | 6 0   |
| eye shadow brush                          | 50      | 10     | 18 8   | 8 0   |
| eye tints                                 | 67      | 3      | 37 0   | 12 0  |
| eye pencil                                | 39      | 3      | 21 7   | 7 0   |
| eyes off                                  | 56      | 0      | 30 9   | 10 0  |
| face brush                                | 95      | 3      | 34 11  | 15 0  |
| face final                                | 72      | 10     | 40 1   | 13 0  |
| face shapers                              | 95      | 3      | 52 5   | 17 0  |
| Get Fresh                                 | 100     | 10     | 55 5   | 18 6  |
| kit bag                                   | 89      | 7      | 49 3   | 16 0  |
| lip gloss tints                           | 56      | 0      | 30 9   | 10 0  |
| lipstick                                  | 61      | 7      | 33 10  | 11 0  |
| liquid liner                              | 61      | 7      | 33 10  | 11 0  |
| mascara block                             | 61      | 7      | 33 10  | 11 0  |
| liquid                                    | 89      | 7      | 49 3   | 16 0  |
| refill                                    | 61      | 7      | 33 10  | 11 0  |
| tearproof                                 | 95      | 3      | 46 11  | 17 0  |
| refill                                    | 67      | 3      | 37 0   | 12 0  |
| nail polish titch                         | 33      | 7      | 18 6   | 6 0   |
| round                                     | 39      | 3      | 21 7   | 7 0   |
| Nailshine                                 | 117     | 7      | 64 8   | 21 0  |
| Natural Tint makeup                       | 67      | 3      | 37 0   | 12 0  |
| paintbox                                  | 280     | 0      | 154 0  | 50 0  |
| perfume A.M.                              | 308     | 0      | 169 5  | 55 0  |
|   | 448     | 0      | 246 5  | 80 0  |
|   | 644     | 0      | 354 2  | 115 0 |
|   | 224     | 0      | 123 2  | 40 0  |
| spray                                     | 9cc     | 50     | 5      | 27 9  |
| Cologne                                   | 1oz     | 110    | 10     | 61 0  |
|   | 2oz     | 179    | 3      | 98 7  |
|   | 1oz     | 196    | 0      | 107 9 |
| aerosol                                   | 1oz     | 117    | 7      | 64 8  |
| perfume milk                              | 2oz     | 67     | 3      | 37 0  |
| talcum                                    | 1oz     | 336    | 0      | 184 9 |
| perfume P.M.                              | 1oz     | 481    | 7      | 264 6 |
|   | 1oz     | 700    | 0      | 385 0 |
|   | 1oz     | 240    | 10     | 132 6 |
| spray                                     | 9cc     | 50     | 5      | 27 9  |
| Cologne                                   | 1oz     | 110    | 10     | 61 0  |
|   | 2oz     | 196    | 0      | 107 9 |
| aerosol                                   | 1oz     | 212    | 10     | 117 1 |
| perfume milk                              | 1oz     | 128    | 10     | 70 10 |
| talcum                                    | 2oz     | 72     | 10     | 40 1  |
| perfume Potion                            | 110     | 10     | 61 0   | 19 10 |
| Shape and Blush                           | 110     | 10     | 61 0   | 19 10 |
| shadow shaper stick                       | 61      | 7      | 33 10  | 11 0  |
| Shush Shadow                              | 61      | 7      | 33 10  | 11 0  |
| skin saver                                | 110     | 10     | 61 0   | 19 10 |
| Smoothers                                 | 67      | 3      | 37 0   | 12 0  |
| Starkers                                  | 67      | 3      | 37 0   | 12 0  |
| starters box                              | 168     | 0      | 92 5   | 30 0  |
| sun face                                  | 67      | 3      | 37 0   | 12 0  |
| sun soother                               | 84      | 0      | 46 2   | 15 0  |
| sun stick                                 | 59      | 5      | 32 8   | 10 7  |
| topspeed tan                              | 95      | 3      | 52 5   | 17 0  |
| <b>Mazola (200 B &amp; P)</b>             |         |        |        | A     |
| corn oil                                  | 16oz    | 39     | 7      | —     |
|   | 22oz    | 53     | 11     | —     |
|   | 32oz    | 76     | B      | —     |

|   | Trade       | Tax | Retail |       |
|---|-------------|-----|--------|-------|
| <b>Mentholatum (836 Mentholatum)</b>        |             |     |        | A     |
| balm  | 9           | 7   | 3 6    | 1 5   |
| tin   | 23          | 7   | 8 8    | 3 5   |
| jar   | 23          | 7   | 8 8    | 3 5   |
| tube  | 30          | 0   | 11 0   | 4 5   |
| deep heat rub                               | 44          | 0   | 16 1   | 6 5   |
|   | 59          | 0   | 21 7   | 8 5   |
| <b>Merocets (838 Merrell)</b>               |             |     |        | A     |
| lozenges                                    | 16          | 0   | —      | 2 6   |
| <b>Miners (876 MP) existing entry</b>       |             |     |        | D     |
| <b>Miners (876 MP)</b>                      |             |     |        | I     |
| aqua shadow                                 | 3G82        | 16  | 3      | 8 11  |
| after shave                                 | 3G45        | 45  | 3      | 24 11 |
| bare make-up                                | 3G06        | 29  | 0      | 15 11 |
| blushstick                                  | 3G88        | 34  | 10     | 19 2  |
| darker liner                                | 3G24        | 16  | 3      | 8 11  |
| eyebrow pencil                              | 3J18        | 11  | 7      | 6 3   |
| eye brush                                   | 3G19        | 18  | 5      | 6 9   |
| eye deal                                    | 3GA2        | 34  | 10     | 19 2  |
| eyelashes                                   |             |     |        |       |
| fakes, extra fakes                          |             | 40  | 7      | 22 4  |
| round, natty, flashy,                       |             |     |        |       |
| lower flighty                               |             | 60  | 5      | 33 3  |
| eye liner cake                              | 3G79        | 16  | 3      | B 11  |
| eye make-up remover                         | 3G64        | 19  | 10     | 10 11 |
| eye shadow applicator                       |             | 18  | 5      | 6 9   |
| eye shiner frosted                          | 3G65        | 29  | 0      | 15 11 |
| face fixers                                 | 3GB1        | 29  | 0      | 15 11 |
| face shiner                                 | 3G01        | 19  | 10     | 10 11 |
| face wash                                   | 3GC3        | 22  | 5      | B 3   |
| Glo   | 3G03        | 26  | 10     | 14 9  |
| hair colour shampoo                         |             | 16  | 3      | 8 11  |
|   | 3G38        | 24  | 5      | 13 5  |
| hair lacquer spray                          |             |     |        |       |
| refill                                      | 3G35        | 12  | 10     | 7 1   |
| sachet                                      | 3A36        | 7   | 0      | 3 10  |
| remover shampoo                             | 3G41        | 13  | 3      | 4 10  |
| hair spray aerosol                          |             |     |        |       |
|   | 3GB7        | 24  | 7      | 13 6  |
|   | 3GB6        | 18  | 7      | 10 3  |
| lip shiner                                  | 3G'2        | 16  | 3      | B 11  |
| lipsticks                                   | 3JA9        | 14  | 0      | 7 9   |
| swivel                                      | 3JA8        | 24  | 5      | 13 5  |
| make-up stick                               | 3G74        | 29  | 0      | 15 11 |
| mascara block                               | 3G30        | 16  | 3      | B 11  |
| brush-on                                    | 3G25        | 27  | 10     | 15 4  |
| run-proof                                   | 3G51        | 29  | 0      | 15 11 |
| aurolbrush                                  | 3I26        | 29  | 0      | 15 11 |
| refill                                      | 3I27        | 19  | 10     | 10 11 |
| Lash-on new                                 | 3I67        | 34  | 10     | 19 2  |
| refill                                      | 3I68        | 24  | 5      | 13 5  |
| mat shadow stick                            |             |     |        |       |
|   | 3I21        | 16  | 3      | 8 11  |
| nail lacquer                                | 3G62        | 14  | 0      | 7 9   |
| frosted                                     | 3G54        | 24  | 5      | 13 5  |
| fruit drops                                 | 3GC2        | 14  | 0      | 7 9   |
| remover                                     | 3G16        | 14  | 0      | 7 9   |
| Panda Eyes                                  | 3GB9        | 34  | 10     | 19 2  |
| Pop (lip) stick                             | 3J09        | 14  | 0      | 7 9   |
|   | 3I57        | 24  | 5      | 13 5  |
| powder shadow                               | 3I22        | 16  | 3      | B 11  |
| Quick clean                                 | 3GC4        | 19  | 10     | 10 11 |
|   | 3G48        | 26  | 10     | 14 9  |
| <b>Rosy Cheeks rouge</b>                    |             |     |        |       |
|   | 3G80        | 19  | 10     | 10 11 |
| shadow stick frosted                        |             |     |        |       |
|   | 3I96        | 19  | 10     | 10 11 |
| shiny liner                                 | 3G60        | 29  | 0      | 15 11 |
| Smoothie                                    | 3G02        | 26  | 10     | 14 9  |
| sun scene                                   | 3GB4        | 29  | 0      | 15 11 |
| super liner                                 | 3J17        | 19  | 10     | 10 11 |
| Take Care                                   | 3GB3        | 19  | 10     | 10 11 |
| Tingle                                      | 3G49        | 26  | 10     | 14 9  |
| trick tan                                   | 3GB5        | 26  | 10     | 14 9  |
| Wild Skin perfume                           |             |     |        |       |
|   | 3I75        | 16  | 3      | 8 11  |
|   | 3G71        | 52  | 3      | 28 9  |
| <b>Monsieur de Givenchy (1589 Givenchy)</b> |             |     |        | A     |
| deodorant spray                             |             | 11  | 9ea    | 6 4ea |
| <b>Morning Pride (800 TM)</b>               |             |     |        | A     |
| shave cream brushless                       |             |     |        |       |
| tube  | 24          | B   | 9 0    | 3 6   |
| jar   | 2B          | 3   | 10 4   | 4 0   |
| <b>Mother Seigels (800 TM)</b>              |             |     |        | A     |
| syrup                                       | 26          | 6   | 9 8    | 3 9   |
| <b>Murine (113 5 &amp; B)</b>               |             |     |        | D     |
| <b>Murine (2 Abbott)</b>                    |             |     |        | I     |
| <b>Nair (235 Carteret)</b>                  |             |     |        | A     |
| cream                                       | 34          | 8   | 19 1   | 5 7   |
| lotion                                      | 4oz         | 48  | 9      | 26 10 |
| <b>National (1136 Silber)</b>               |             |     |        | R     |
| flashguns (electronic)                      |             |     |        |       |
| PE-202                                      | —           | —   | —      | 239 6 |
| PE-242                                      | —           | —   | —      | 279 6 |
| <b>Nicetal (1303 Wander) TS</b>             |             |     |        | A     |
| tablets 100mg                               | 100         | 48  | 0      | —     |
| <b>Nidoxital (922 Ortho) †5154A</b>         |             |     |        | A     |
| capsules                                    | 20          | 10  | 0ea    | —     |
|   | 100         | 40  | 0ea    | —     |
| <b>Noxacorn (800 TM)†</b>                   |             |     |        | A     |
| callous ointment                            | 21          | 2   | 7 9    | 3 0   |
| corn remover                                | 21          | 1   | 7 9    | 3 0   |
| <b>Nu-Deal (903 NPU)</b>                    |             |     |        | A     |
| toilet rolls                                | 22          | 3   | —      | 1 7   |
|   | (1 1/2 doz) |     |        |       |
| <b>Nu-Fresh (903 NPU)</b>                   |             |     |        | A     |
| vaporising tly killer                       |             |     |        |       |
| size 1                                      | 56          | 0   | —      | 7 0   |
| size 2                                      | 112         | 0   | —      | 14 0  |

|                                     | Trade   | Tax   | Retail  |       |
|-------------------------------------|---------|-------|---------|-------|
| <b>Nu-Soft (903 NPU)</b>            |         |       |         | A     |
| hankies (3 ply)                     | 16      | 28 3  | 3 10    | 7     |
|                                     | (6 doz) |       | (6 doz) |       |
|                                     | 50      | 34 9  | 4 9     | 1 6   |
|                                     | (3 doz) |       | (3 doz) |       |
| Hanx                                | 100     | 46 9  | 6 5     | 2 9   |
|                                     | (2 doz) |       | (2 doz) |       |
| Variety                             | 150     | 42 0  | 5 9     | 2 9   |
|                                     | (2 doz) |       | (2 doz) |       |
| kitchen rolls                       |         | 32 3  | 4 5     | 1 11  |
|                                     | (2 doz) |       | (2 doz) |       |
| tissues                             | 10      | 20 0  | 2 9     | 5     |
|                                     | (6 doz) |       | (6 doz) |       |
|                                     | 50      | 36 0  | 4 11    | 1 2   |
|                                     | (4 doz) |       | (4 doz) |       |
|                                     | 150     | 42 0  | 5 9     | 2 9   |
|                                     | (2 doz) |       | (2 doz) |       |
| <b>Old Cottage (544 Grossmith)</b>  |         |       |         | D     |
| <b>Orgaluton (917 Organon) †54B</b> |         |       |         | A     |
| tablets                             | 20      | 4 4ea | —       | 6 6   |
| <b>Outdoor Girl (876 MP)</b>        |         |       |         | D     |
| <b>Outdoor Girl (876 MP)</b>        |         |       |         | I     |
| Aqua Shadow                         | 2JD4    | 17    | 5       | 9 7   |
| Blush-a-bye Baby                    |         |       |         |       |
|                                     | 2GD8    | 40    | 7       | 22 4  |
| body lotion                         | 2GE6    | 31    | 5       | 17 3  |
| bubble bath                         | 2GE8    | 47    | 5       | 17 5  |
| Daisy Fresh deodorant               | 2GD3    | 34    | 10      | 19 2  |
| eye brush                           | 2J19    | 19    | 10      | 7 3   |
| eye colour collection               |         | 40    | 7       | 22 4  |
| eyelashes                           |         |       |         |       |
| Superlash, Partylash,               |         |       |         |       |
| Featherlash, More-                  |         |       |         |       |
| lash, Batwings, lower               |         |       |         |       |
| lashes, underlash                   |         | 68    | 7       | 37 9  |
| Bambi                               |         | 74    | 5       | 40 11 |
| eye lustre liner                    | 2G63    | 29    | 0       | 15 11 |
| eye liner                           | 2J55    | 16    | 3       | B 11  |
| eye make-up remover                 |         |       |         |       |
| pads                                | 2ASB    | 17    | 5       | 9 7   |
| eye pencil                          | 2J22    | 16    | 3       | B 11  |
| luxury                              | 2J23    | 29    | 0       | 15 11 |
| eye shadow brush                    |         |       |         |       |
|                                     | 2GD6    | 23    | 10      | 8 9   |
| eye shadow pressed                  |         | 16    | 3       | B 11  |
| brush-on                            | 2G31    | 29    | 0       | 15 11 |
| stick                               | 2J21    | 16    | 3       | B 11  |
| goldrush stick                      | 2J95    | 16    | 3       | B 11  |
| eye shadower                        | 2JB6    | 19    | 10      | 7 3   |
| finger nails                        | 2G93    | 58    | 0       | 31 11 |
| Finishing Touch                     | 2GD7    | 40    | 7       | 22 4  |
| Glow On                             | 2JA4    | 17    | 5       | 9 7   |
| <b>Golden Girl</b>                  |         |       |         |       |
| double cleanse                      |         | 40    | 7       | 22 4  |
| double cream                        |         | 40    | 7       | 22 4  |
| double life                         |         | 40    | 7       | 22 4  |
| Perfect Touch                       |         | 34    | 10      | 19 2  |
| powder loose                        |         | 23    | 3       | 12 9  |
| Shimmer Shadows                     |         | 29    | 0       | 15 11 |
| Silk Finish                         |         | 26    | 10      | 14 9  |
| Touch of Colour                     |         | 34    | 10      | 19 2  |
| hair lacquer refill                 |         |       |         |       |
|                                     | 2G37    | 11    | 7       | 6 4   |
| hair spray                          | 3G39    | 18    | 7       | 10 3  |
|                                     | 2GD9    | 30    | 0       | 16 6  |
| hand cream                          | 2GA9    | 11    | 7       | 6 4   |
| Lace talcum                         | 2G42    | 17    | 5       | 9 7   |
| lipstick New Trend                  |         |       |         |       |
|                                     | 2J11    | 15    | 0       | 8 3   |
| large                               | 2J12    | 26    | 10      | 14 9  |
| Pearly                              | 2J13    | 26    | 10      | 14 9  |



|                          |        | Trade   | Tax   | Retail |   |
|--------------------------|--------|---------|-------|--------|---|
| rf lotion                | 168cc  | 42 4    | 15 6  | 6 5    |   |
|                          | 480cc  | 111 6   | 40 10 | —      |   |
|                          | 1920cc | 268 0   | 98 3  | —      |   |
| ah 6 PH (1303 Wander) T5 |        |         |       |        | A |
| nets                     | 180    | 46 2ea  | —     | —      |   |
|                          | 540    | 127 0ea | —     | —      |   |
| ah 10 PH (1303 Wander)   |        |         |       |        | A |
| nets                     | 100    | 22 2ea  | —     | —      |   |
|                          | 500    | 90 0ea  | —     | —      |   |
| ah-25 (1303 Wander)      |        |         |       |        |   |
| nets                     | 100    | 23 5ea  | —     | —      |   |
|                          | 500    | 106 9ea | —     | —      |   |
| ah-33 (1303 Wander)      |        |         |       |        | A |
| nets                     | 100    | 24 0ea  | —     | —      |   |
|                          | 500    | 108 0ea | —     | —      |   |
| ah-50 (1303 Wander)      |        |         |       |        | A |
| nets                     | 100    | 24 7ea  | —     | —      |   |
|                          | 500    | 110 5ea | —     | —      |   |
| ah-302 (1303 Wander)     |        |         |       |        | A |
| nets                     | 180    | 51 7ea  | —     | —      |   |
|                          | 360    | 96 0ea  | —     | —      |   |
|                          | 540    | 147 7ea | —     | —      |   |
| ah-D (1303 Wander)       |        |         |       |        | A |
| sodium with isoniazid    |        |         |       |        |   |
| —150g                    | 60     | 64 9ea  | —     | —      |   |
| ediatric                 | 60     | 27 0ea  | —     | —      |   |
| onna (964 Personna)      |        |         |       |        | A |
| des platinum             | 5      | 46 6    | 17 1  | 4 4    |   |
| oy (143 BM)              |        |         |       |        | A |
| ect powder               |        |         |       |        |   |
|                          | 18 0   | —       | —     | 2 0    |   |
|                          | 31 6   | —       | —     | 3 6    |   |
|                          | 38 3   | —       | —     | 4 3    |   |
| rosol                    |        |         |       |        |   |
| ips (978 PYP)            |        |         |       |        | A |
| st mixture               | 1oz    | 9 4     | —     | 1 2    |   |
|                          | 2oz    | 22 0    | —     | 2 9    |   |
|                          | 13oz   | 77 0    | —     | 9 7    |   |
|                          | 4lb    | 27 0ea  | —     | 36 0   |   |
|                          | 7lb    | 42 0ea  | —     | 56 0   |   |
| s (256 CPL)              |        |         |       |        |   |
| um Dreamflower           |        |         |       |        |   |
|                          | 100g   | 25 3    | 13 11 | 3 11   |   |
|                          | 160g   | 38 1    | 20 11 | 5 11   |   |
| packs                    |        |         |       |        | D |
| x (1508 Jobling)         |        |         |       |        | A |
| y set                    |        |         |       |        |   |
| ding bottle              | 4oz    | 147 0   | 13 0  | 18 7   |   |
|                          | 8oz    | 19 0    | —     | 2 3    |   |
|                          | 8oz    | 21 0    | —     | 2 6    |   |
| ide mouth                | 8oz    | 35 8    | —     | 4 3    |   |
| asuring jug              | 1 pt   | 50 5    | 7 0   | 6 7    |   |
|                          | 1 pt   | 67 2    | 9 0   | 8 9    |   |
| ocarbine (346 Dales)     |        |         |       |        | A |
| hets                     | 24     | 55 0    | 20 2  | 8 7    |   |
| nules                    | 100g   | 55 0    | 20 2  | 8 7    |   |
| lets                     | 50     | 40 6    | 14 10 | 6 4    |   |
| tiv (211 Butler) †       |        |         |       |        | A |
|                          | 500ml  | 10 0ea  | —     | 15 0   |   |
|                          | 2l     | 34 0ea  | —     | 51 0   |   |
| antisepticus (800 TM) †  |        |         |       |        |   |
|                          | 2oz    | 21 2    | 7 10  | 3 0    |   |
|                          | 4oz    | 31 3    | 11 6  | 4 6    |   |
|                          | 14oz   | 95 9    | 35 1  | 13 6   |   |
| er (1095 Salter)         |        |         |       |        |   |
| ighing machines          |        |         |       |        |   |
|                          | 305    | —       | —     | 46 0   |   |
|                          | 301    | —       | —     | 65 0   |   |
| A Skin (669 Sorelle)     |        |         |       |        |   |
| h additive               | 75 8   | 41 7    | 12 11 | —      |   |
| I (235 Carteret)         |        |         |       |        | R |
| uid                      | 40 0   | 14 8    | 5 10  | —      |   |
| lets                     | 12 21  | 7 9     | 3 0   | —      |   |
|                          | 24 38  | 5 14    | 5 7   | —      |   |
|                          | 50 52  | 0 19    | 7 7   | —      |   |
| ss (978 PYP)             |        |         |       |        | A |
| owder                    |        |         |       |        |   |
|                          | 3oz    | 23 0    | —     | 2 10   |   |
|                          | 10oz   | 53 0    | —     | 6 7    |   |
|                          | 4lb    | 24 0ea  | —     | 32 0   |   |
|                          | 7lb    | 36 0ea  | —     | 48 0   |   |
|                          | 14lb   | 60 0ea  | —     | 80 0   |   |
| asac (1524 WLL)          |        |         |       |        | I |
| lets                     |        |         |       |        |   |
|                          | 100    | 6 0     | —     | 1 0    |   |
|                          | 500    | 18 0    | —     | 3 0    |   |
|                          | 1000   | 30 0    | —     | 5 0    |   |
| (143 BM)                 |        |         |       |        | A |
| capsules                 | 26 0   | 9 6½    | 3 8   | —      |   |
| een dry cleaner          | 17 9   | 6 6     | 2 6   | —      |   |
| undworm tablets          | 18 0   | —       | 2 0   | —      |   |
| lets for cats            | 10 11  | —       | 1 2   | —      |   |
|                          | 26 6   | —       | 2 10  | —      |   |
|                          | 45 3   | —       | 4 10  | —      |   |
| eworm tablets            | 18 0   | —       | 2 0   | —      |   |
| accol (1244 TLL)         |        |         |       |        | C |
| lution                   | 56ml   | 96 0    | —     | 12 0   |   |

|  |         | Trade   | Tax     | Retail |   |
|--|---------|---------|---------|--------|---|
| Torbet (1244 TLL)                          |         |         |         |        | A |
| lactic oats                                |         |         |         |        |   |
|  | 20 0    | 7 4     | 2 10    | —      |   |
|  | 44 0    | 16 3    | 6 3     | —      |   |
| Torbetol (1244 TLL)                        |         |         |         |        | A |
| 30ml                                       | 56 0    | —       | 7 0     | —      |   |
| Trasacor (262 CIBA)                        |         |         |         |        |   |
| ampoules 2mg                               | 5       | 16 0ea  | 5 10½ea | 24 0   |   |
| tablets 20mg                               | 100     | 32 0ea  | 11 9ea  | 48 0   |   |
|  | 500     | 148 0ea | 54 3ea  | 222 0  |   |
|  | 500     | 52 0ea  | 19 1ea  | 78 0   |   |
| 40mg                                       | 500     | —       | —       | —      |   |
| Triogesic (1303 Wander) †                  |         |         |         |        | A |
| tablets                                    | 30      | 56 0    | —       | 7 0    |   |
| Triotussic (1303 Wander)                   |         |         |         |        | A |
| suspension                                 | 500ml   | 23 6ea  | —       | 35 3   |   |
| tablets                                    | 50      | 72 0    | —       | 9 0    |   |
|  | 250     | 27 6ea  | —       | 41 3   |   |
| Trufood (1249 Trufood)                     |         |         |         |        | A |
| junior foods                               | jar     | 13 7    | —       | 1 5    |   |
| Trusts (103 Beecham)                       |         |         |         |        | A |
| dog or cat tablets                         |         |         |         |        |   |
|  | 28 0    | 6 2     | 7       | —      |   |
|  | (6 doz) | (6 doz) | —       | —      |   |
| Tubelettes (500 TM)                        |         |         |         |        | A |
|  | 31 9    | 11 8    | 4 6     | —      |   |
| Ung. betulae virid c sinapsis (211 Butler) |         |         |         |        | D |
| Ung. betula & mustard green (211 Butler)   |         |         |         |        | I |
| 500g                                       | 10 0ea  | —       | 15 0    | —      |   |
| Unimycin (1367 Unigreg) T5                 |         |         |         |        | R |
| capsules 250mg                             | 100     | 15 0ea  | —       | 22 6   |   |
|  | 500     | 72 0ea  | —       | 108 0  |   |
| tablets 250mg                              | 100     | 13 0ea  | —       | 19 6   |   |
|  | 500     | 62 0ea  | —       | 93 0   |   |
| Valtresol (211 Butler)                     |         |         |         |        | A |
|  | 2l      | 10 0ea  | —       | 15 0   |   |
| Vetzyme (978 PYP)                          |         |         |         |        | A |
| tablets                                    |         |         |         |        |   |
|  | 60      | 16 9    | —       | 2 0    |   |
|  | 120     | 28 9    | —       | 3 5    |   |
|  | 600     | 84 0    | —       | 10 0   |   |
|  | 2000    | 22 6ea  | —       | 30 0   |   |
|  | 5000    | 45 0ea  | —       | 60 0   |   |
|  | 10000   | 78 0ea  | —       | 104 0  |   |
| Wander (1303 Wander)                       |         |         |         |        |   |
| diabetic chocolate drink                   |         |         |         |        |   |
|  | 1lb     | 33 9    | —       | 3 9    |   |
|  | 11b     | 58 6    | —       | 6 6    |   |
| diabetic chocolate                         |         |         |         |        |   |
| plain                                      | 2½oz    | 19 4    | 4 2     | 2 6    |   |
| nut  | 2½oz    | 19 4    | 4 2     | 2 6    |   |
| milk                                       | 2½oz    | 19 4    | 4 2     | 2 6    |   |
| milk assortment                            | 1lb     | 34 10   | 7 6     | 4 6    |   |
| bars: plain mint,                          |         |         |         |        |   |
| coffee milk, orange                        |         |         |         |        |   |
| milk                                       | 1oz     | 9 1     | 2 0     | 1 2    |   |
| White Fire (544 Grossmith)                 |         |         |         |        | D |
| Wintogeno (800 TM)                         |         |         |         |        | D |
|  | 1oz     | 31 9    | 11 8    | 4 6    |   |
| Wright's (1351 WLU)                        |         |         |         |        | D |
| fix wig & hair piece                       |         |         |         |        |   |
| cleaner                                    | 53 0    | —       | 6 3     | —      |   |
| Zemol (978 PYP)                            |         |         |         |        | A |
| ear drops                                  | 1oz     | 26 0    | 9 4     | 4 0    |   |
| ointment                                   | 1oz     | 18 0    | 6 5     | 2 9    |   |
|  | 4oz     | 53 0    | 18 11   | 8 2    |   |
|  | 10oz    | 8 10ea  | 3 2ea   | 16 5   |   |
| powder                                     | 1oz     | 21 0    | 7 6     | 3 2    |   |
|  | 8oz     | —       | —       | —      |   |

**AMENDMENTS TO KEY TO SUPPLIERS**  
 1095 Salter=Salter Housewares Ltd., Llanelli, Carmarthen-shire, Llanelli 2211.  
 1206 SC=Swandown Cosmetics Ltd., 474a Holloway Road, London, N.7. 01-272 8102.  
 1524 WLL=Wallis Laboratory Ltd., New Hartford House, 5t. Albans Road, Watford, Herts. Watford 41891.

## Stop press

|                       |      | Trade | Tax  | Retail |   |
|-----------------------|------|-------|------|--------|---|
| Aronde (287 CPC)      |      |       |      |        | D |
| Aronde (287 CPC)      |      |       |      |        | I |
| bath crystals         | 0274 | 34 4  | 18 5 | 5 11   |   |
| bath essence          | 0270 | 46 7  | 25 0 | 7 11   |   |
| bath oil              | 0272 | 46 7  | 25 0 | 7 11   |   |
| capsules              | 0291 | 52 5  | 28 3 | 8 11   |   |
| bubble bath           | 0273 | 31 9  | 11 4 | 4 11   |   |
| gardenia              | 0280 | 38 2  | 13 8 | 5 11   |   |
| rose                  | 0281 | 38 2  | 13 8 | 5 11   |   |
| pine                  | 0282 | 38 2  | 13 8 | 5 11   |   |
| giant (lilac, jasmin, |      |       |      |        |   |
| blue hyacinth)        | 0284 | 57 8  | 20 7 | 8 11   |   |
| herbal                | 0285 | 11 10 | 4 3  | 1 10   |   |
| triple                | 0279 | 74 6  | 26 7 | 11 6   |   |
| childrens rabbit      | 0268 | 31 9  | 11 4 | 4 11   |   |
| dog                   | 0269 | 29 1  | 10 4 | 4 6    |   |

|                        |               | Trade |     | Tax |    | Retail |
|------------------------|---------------|-------|-----|-----|----|--------|
| clown                  | 0271          | 44    | 8   | 16  | 0  | 6 11   |
|                        | 0276          | 38    | 2   | 13  | 8  | 5 11   |
| cleansing milk         | 0038          | 34    | 4   | 18  | 5  | 5 11   |
|                        | 0027          | 17    | 2   | 9   | 3  | 2 11   |
| cream rinse            | 0024          | 25    | 3   | 9   | 1  | 3 11   |
|                        | 0236          | 12    | 4   | 4   | 6  | 1 11   |
| deodorant aerosol      |               |       |     |     |    |        |
|                        | 0157          | 34    | 4   | 18  | 5  | 5 11   |
| roll-on                | 0043          | 26    | 6   | 14  | 2  | 4 6    |
| spray                  | 0156          | 20    | 8   | 11  | 1  | 3 6    |
| dusting powder         | 0029          | 58    | 2   | 31  | 8  | 9 11   |
| eau de Cologne         | 0178          | 29    | 0   | 15  | 6  | 4 11   |
| eyebrow pencil         | 0103          | 11    | 4   | 6   | 0  | 1 11   |
| eye shadow quartet     |               |       |     |     |    |        |
|                        | 0107 and 0108 | 17    | 2   | 9   | 3  | 2 11   |
| hair setting lotion    | 0025          | 26    | 6   | 14  | 2  | 4 6    |
| hair spray aerosol     |               |       |     |     |    |        |
|                        | 0123          | 46    | 7   | 25  | 0  | 7 11   |
|                        | 0150          | 29    | 0   | 15  | 6  | 4 11   |
| hand and body lotion   |               |       |     |     |    |        |
|                        | 0050          | 34    | 4   | 18  | 5  | 5 11   |
| hand cream             | 0031          | 26    | 6   | 15  | 6  | 4 6    |
| Busy-Miss              | 0033          | 13    | 3   | 7   | 1  | 2 3    |
| hot water bottles      | 2012          | 59    | 0   | —   | —  | 6 9    |
|                        | 2013          | 57    | 0   | —   | —  | 6 3    |
|                        | 2014          | 66    | 0   | —   | —  | 7 6    |
| lavender water         | 0180          | 29    | 0   | 15  | 6  | 4 11   |
| lipstick               | 0255          | 22    | 4   | 11  | 4  | 3 9    |
| quartet                | 0441          | 14    | 5   | 7   | 11 | 2 6    |
| liquid make up         | 0225          | 23    | 1   | 12  | 5  | 3 11   |
| mascara brush on       | 0102          | 29    | 0   | 15  | 6  | 4 11   |
| moisturising cream     |               |       |     |     |    |        |
|                        | 0028          | 29    | 0   | 15  | 6  | 4 11   |
| shampoos               |               |       |     |     |    |        |
| egg and lemon          | 0069          | 10    | 9   | 3   | 10 | 1 8    |
|                        | 0010          | 34    | 0   | 12  | 0  | 5 3    |
|                        | 0071          | 27    | 6   | 9   | 9  | 4 3    |
|                        | 0081          | 31    | 9   | 11  | 4  | 4 11   |
| beer                   | 0072          | 27    | 6   | 9   | 9  | 4 3    |
| beer cream             | 0082          | 31    | 9   | 11  | 4  | 4 11   |
| childrens              | 0275          | 31    | 9   | 11  | 4  | 4 11   |
| coconut oil            | 0077          | 27    | 6   | 9   | 9  | 4 3    |
| composite              | 0232          | 38    | 2   | 13  | 8  | 5 11   |
| conditioning           | 0073          | 27    | 6   | 9   | 9  | 4 3    |
| herb                   | 0075          | 27    | 6   | 9   | 9  | 4 3    |
| lanolin                | 0076          | 27    | 6   | 9   | 9  | 4 3    |
|                        | 0011          | 34    | 0   | 12  | 0  | 5 3    |
| lanolin cream          | 0083          | 31    | 9   | 11  | 4  | 4 11   |
| lemon cream            | 0023          | 31    | 9   | 11  | 4  | 4 11   |
| medicated              | 0074          | 27    | 6   | 9   | 9  | 4 3    |
| triple pack            | 0283          | 51    | 2   | 18  | 4  | 7 11   |
| sun oil                | 0411          | 34    | 4   | 18  | 5  | 5 11   |
| talcum                 | 0030          | 23    | 1   | 12  | 5  | 3 11   |
| perfumed               | 0026          | 34    | 4   | 18  | 5  | 5 11   |
| witch hazel tonic      |               |       |     |     |    |        |
| cleanser               | 0035          | 29    | 0   | 15  | 6  | 4 11   |
| Baby Life (1499 BLP)   |               |       |     |     |    | A      |
| feeders                |               |       |     |     |    |        |
|                        | No. 1         | 11    | 2   | —   | —  | 1 4    |
|                        | No.16         | 34    | 6   | —   | —  | 4 3    |
|                        | No.20         | 100   | 0   | —   | —  | 12 6   |
| muslin squares         |               |       |     |     |    |        |
| pack of 6              |               | —     | —   | —   | —  | D      |
| Cooper's (295 CM & R)  |               |       |     |     |    |        |
| livestock markers      |               | 31    | 11  | 11  | 5  | 4 6 ●  |
| DCL (377 DCL)          |               |       |     |     |    | A      |
| malt extract           |               |       |     |     |    |        |
|                        | 11b           | 34    | 0   | —   | —  | —      |
|                        | 21b           | 63    | 0   | —   | —  | —      |
| malt with c.l.o.       | 11b           | 35    | 0   | —   | —  | —      |
|                        |               | 65    | 0   | —   | —  | —      |
| malt with orange juice |               |       |     |     |    |        |
|                        | 11b           | 40    | 0   | —   | —  | —      |
| yeast tablets vit. B1  |               |       |     |     |    |        |
|                        | 100           | 33    | 0   | —   | —  | —      |
|                        | 1000          | 22    | 0ea | —   | —  | —      |
| Marina (786 Macdonald) |               |       |     |     |    | A      |
| cosmetic bags and      |               |       |     |     |    |        |
| purses                 |               |       |     |     |    |        |
|                        | No.41         | 12    | 0   | 4   | 5  | 1 10   |
|                        | No.45         | 27    | 0   | 9   | 11 | 4 2    |
|                        | No.47         | 31    | 3   | 11  | 5  | 4 11   |
|                        | No.54         | 68    | 9   | 25  | 2  | 10 8   |
|                        | No.56         | 45    | 2   | 16  | 6  | 7 - 0  |
|                        | No.57         | 41    | 0   | 15  | 0  | 6 5    |
|                        | No.58         | 48    | 0   | 17  | 8  | 7 6    |
|                        | No.60         | 45    | 0   | 16  | 6  | 7 0    |
|                        | No.67         | 24    | 9   | 9   | 1  | 3 10   |
| Reduce (1410 Reduce)   |               |       |     |     |    | D      |
| Reduce (1410 Reduce)   |               |       |     |     |    | I      |
| absorbent              |               |       |     |     |    |        |
|                        | 226g          | 120   | 0   | 44  | 0  | 18 8   |
|                        | 396g          | 192   | 0   | 71  | 0  | 29 11  |
| canine                 | 42g           | 55    | 0   | 21  | 0  | 8 7    |
| salve                  | 42g           | 44    | 0   | 17  | 0  | 6 11   |
|                        | 170g          | 84    | 0   | 31  | 0  | 13 1   |



| Cost  |       | Item                           | Retail        |              |             |             | Cost | Item  | Retail                         |              |             |             |
|-------|-------|--------------------------------|---------------|--------------|-------------|-------------|------|-------|--------------------------------|--------------|-------------|-------------|
| d.per |       |                                | 100g<br>or ml | 25g<br>or ml | 5g<br>or ml | 1g<br>or ml |      |       | 100g<br>or ml                  | 25g<br>or ml | 5g<br>or ml | 1g<br>or ml |
| 300   | 21    | Acid. oleic. ...               | 2 2           | 0 8          | 0 2         | —           | 108  | 100ml | Liq. morph. hydrochlor.        | —            | 3 11        | 0 11 0 3    |
| 69    | 500ml | Acid. sulph. dil.† ...         | 2 0           | 0 7          | 0 2         | —           | 87   | 500ml | Liq. picis carb. meth. ...     | 2 6          | 0 9         | 0 2         |
| 336   | 500g  | Acid. tannic. ...              | —             | 2 10         | 0 8         | —           | 92   | 500ml | Liq. plumbi subacet. fort.     | —            | —           | —           |
| 132   | 500g  | Acid. tartaric. pulv. ...      | 3 9           | 1 1          | 0 3         | —           | 108  | 500ml | Liq. tartrazin. co. B.P.C.     | 3 1          | 0 11        | 0 3         |
| 108   | 500g  | Adeps lanæ ...                 | 3 1           | 0 11         | 0 3         | —           | 144  | 500ml | Liq. tolut. B.P.C.             | 4 1          | 1 2         | 0 3         |
| 108   | 500g  | Adeps lanæ hydrosus ...        | 3 1           | 0 11         | 0 3         | —           | 84   | 500g  | Magnes. carb. lev. ...         | 2 5          | 0 8         | 0 2         |
| 66    | 500ml | Æther, meth. (tech.) ...       | 1 11          | 0 7          | 0 2         | —           | 60   | 500g  | Magnes. carb. pond. ...        | 1 9          | 0 6         | —           |
| 66    | 500ml | Æther, solvens ...             | 1 11          | 0 7          | 0 2         | —           | 165  | 500g  | Magnes. oxid. lev. ...         | 4 9          | 1 5         | 0 4         |
| 39    | 500g  | Alumen, gran. ...              | 1 1           | 0 4          | —           | —           | 178  | 500g  | Magnes. oxid. pond. B.P.       | 5 1          | 1 6         | 0 4         |
| 51    | 500g  | Ammon. bicarb. B.P.C. ...      | 1 5           | 0 5          | —           | —           | 118  | 5k    | Magnes. sulphas ...            | 0 4          | —           | —           |
| 60    | 500g  | Ammon. chlorid. pur. ...       | 1 9           | 0 6          | —           | —           | 144  | 500ml | Methyl. salicylas ...          | 4 1          | 1 2         | 0 3         |
| 120   | 2k    | Amylum (maize) ...             | 0 10          | 0 3          | —           | —           | 114  | 21    | Mist. magnesii hydroxid.       | 0 10         | 0 3         | —           |
| 114   | 500g  | Applicat. calamin. co. ...     | 3 3           | 0 11         | —           | —           | 45   | 25ml  | Neb. isoprenalin. co. B.P.C.   | —            | 5 0         | 1 2         |
| 60    | 500g  | Applicat. detergens B.N.F.     | —             | —            | —           | —           | 20   | 1dr   | Oculent. atropin †S1           | —            | 2 6         | per tube    |
| 78    | 500g  | Applicat. dicophan. B.P.C.     | 2 3           | 0 8          | —           | —           | 60   | 25ml  | Ol. anisi ...                  | —            | 7 6         | 1 10        |
| 288   | 100ml | Aqua anethi conc., B.P.C.      | —             | 10 6         | 2 6         | 0 8         | 228  | 21    | Ol. arachis ...                | 1 8          | 0 6         | —           |
| 276   | 100ml | Aqua anisi conc., B.P.C.       | —             | 10 1         | 2 5         | 0 7         | 57   | 100ml | Ol. cadinum B.P.C.             | —            | 2 1         | 0 6 0 2     |
| 446   | 100ml | Aqua aurantii flor. conc.,     | —             | 13 10        | 3 2         | 0 9         | 72   | 25ml  | Ol. caryophylli ...            | —            | 9 0         | 2 2 0 6     |
| 53    | 100ml | Aqua camphoræ conc.,           | —             | —            | —           | —           | 120  | 25g   | Ol. cinnamomi B.P.C.           | —            | —           | 3 7 0 11    |
| 144   | 500ml | Aqua. chlorof. conc., B.P.C.   | —             | 1 2          | 0 3         | —           | 105  | 500g  | Ol. cocois B.P.C. '49          | 3 0          | 0 11        | 0 3         |
| 360   | 100ml | Aqua. cinnamomi conc.,         | —             | —            | —           | —           | 234  | 500g  | Ol. cocois fractionated B.P.C. | 6 8          | 1 11        | 0 6         |
| 96    | 500ml | Aqua hamamelidis B.P.C.        | 2 9           | 0 10         | 0 2         | —           | 210  | 500ml | Ol. eucalypti ...              | 6 0          | 1 9         | 0 5         |
| 237   | 25ml  | Aqua rosæ conc., B.P.C. '49    | —             | 26 2         | 6 0         | 1 5         | 168  | 100ml | Ol. limonis B.P.C.             | —            | 6 1         | 1 6 0 4     |
| 54    | 4½l   | Aqua purificator ...           | 0 9           | per 500 mls  | —           | —           | 90   | 25ml  | Ol. menth. pip. ...            | —            | 2 8         | 0 8         |
| 144   | 2g    | Atropin. sulphas †S1           | —             | 1            | per 100 mg  | —           | 192  | 21    | Ol. morrhuae ...               | 1 4          | 0 5         | —           |
| 66    | 500ml | Benzenum B.P.C. '54            | 1 11          | 0 7          | 0 2         | —           | 288  | 500g  | Ol. theobromatis ...           | 8 3          | 2 5         | 0 7         |
| 120   | 2k    | Borax ...                      | 0 10          | 0 3          | —           | —           | 300  | 21    | Oxymel B.P.C.                  | 2 2          | 0 8         | 0 2         |
| 108   | 100g  | Caffein. citras. B.P.C. '59    | —             | 3 11         | 0 11        | 0 3         | 252  | 21    | Oxymel scillæ B.P.C.           | 1 10         | 0 6         | 0 2         |
| 216   | 100g  | Caffeina et sodii iodidum      | —             | —            | —           | —           | 51   | 500g  | Paraffinum dur. ...            | 1 5          | 0 5         | —           |
| 66    | 1k    | Calcii carbonas ...            | 0 11          | 0 3          | —           | —           | 240  | 1gl   | Paraffinum liq. ...            | 0 10         | 0 3         | —           |
| 300   | 500g  | Camphora ...                   | 8 7           | 2 6          | 0 7         | —           | 144  | 21    | Paraffinum liq. lev. B.P.C.    | 1 0          | 0 4         | —           |
| 312   | 500g  | Cera alba in placentis ...     | 8 11          | 2 7          | 0 7         | —           | 72   | 500g  | Paraffinum molle alb.          | 2 1          | 0 7         | —           |
| 120   | 500g  | Cera emulsificans ...          | 3 5           | 1 0          | 0 3         | —           | 192  | 2k    | Paraffinum molle flav.         | 1 4          | 0 5         | —           |
| 412   | 500g  | Chlorbutol ...                 | —             | 3 6          | 0 10        | 0 2         | 120  | 500ml | Paraldehydum †S4B              | 3 5          | 1 0         | 0 3         |
| 40    | 25g   | Chlorocresol ...               | —             | 5 0          | 1 2         | 0 4         | 156  | 500g  | Pasta alumin. co. B.P.C.       | 4 6          | 1 4         | 0 4         |
| 144   | 500ml | Collod. acid. salicyl. B.P.C.  | 4 1           | 1 2          | 0 3         | —           | 144  | 500g  | Pasta mag. sulph. B.P.C.       | 4 1          | 1 2         | 0 3         |
| 84    | 500g  | Crem. zinci ...                | 2 5           | 0 8          | 0 2         | —           | 106  | 500g  | Pasta picis carb. B.P.C.       | 3 5          | 1 0         | 0 3         |
| 120   | 500g  | Crem. zinc. et ichtham.,       | —             | —            | —           | —           | 106  | 500g  | Pasta zinci co. ...            | 3 0          | 0 11        | 0 3         |
| 96    | 100ml | Creosotum B.P.C. '59 †         | 3 5           | 1 0          | 0 3         | —           | 120  | 500g  | Pasta zinci et acid. salicyl   | 3 5          | 1 0         | 0 3         |
| 96    | 500g  | Cupri sulphas B.P.C.           | 2 9           | 0 10         | 0 2         | —           | 228  | 500g  | Phenacetinum ...               | 6 6          | 1 11        | 0 5         |
| 282   | 5k    | Dextrosum monohydrat           | 0 10          | 0 3          | —           | —           | 108  | 100g  | Phenazonum B.P.C.              | —            | 3 11        | 0 11 0 3    |
| 195   | 500ml | Elixir casc. sagr. ...         | 5 7           | 1 8          | 0 5         | —           | 72   | 25g   | Phenobarbiton, sodium          | —            | —           | 2 2 0 6     |
| 126   | 500ml | Elixir diamorph. et terpin     | —             | —            | —           | —           | 117  | 500g  | Phenol cryst †                 | 3 4          | 1 0         | 0 3         |
| 90    | 500ml | Elixir ephedrin. B.P.C.        | 2 7           | 0 9          | 0 2         | —           | 72   | 500ml | Phenol liquefact               | 2 1          | 0 7         | 0 2         |
| 135   | 500ml | Elixir paracetamol pro. inf.   | —             | —            | —           | —           | 132  | 0.1g  | Physostigmin. salicyl. †S1     | —            | 16 6        | per 100 mg  |
| 120   | 500ml | Elixir phenobarbitonum         | 3 10          | 1 2          | 0 3         | —           | 113  | 250ml | Pig. iodi co. B.P.C.           | 6 6          | 1 11        | 0 5         |
| 144   | 21    | B.P.C. †S1S4A ...              | 3 5           | 1 0          | 0 3         | —           | 120  | 500ml | Pig. magenta, B.P.C.           | 3 5          | 1 0         | 0 3         |
| 144   | 21    | Emuls. paraff. liq. c. phenol- | 1 0           | 0 4          | —           | —           | 288  | 5g    | Pilocarpine nitras †S1         | —            | 0 11        | per 100 mg  |
| 144   | 25g   | Ephedrin. hydrochlor. †S1      | 1 0           | 0 4          | —           | —           | 168  | 500g  | Potassa sulphurata B.P.C.      | 4 10         | 1 5         | 0 4         |
| 144   | 500ml | Ext. casc. sagr. liq. ...      | 4 1           | 1 2          | 0 3         | —           | 99   | 500g  | Potassii bromidum              | 2 10         | 0 10        | 0 2         |
| 90    | 100ml | Ext. ergotæ liq., B.P.C.       | —             | 3 3          | 0 9         | 0 2         | 92   | 500g  | Potassii chloras B.P.C.        | 2 8          | 0 9         | 0 2         |
| 360   | 21    | Ext. glycyrrhizæ liq. ...      | 2 7           | 0 9          | 0 2         | —           | 432  | 500g  | Potassii iodidum               | 12 4         | 3 7         | 0 10 0 3    |
| 276   | 100ml | Ext. senegæ liq. B.P.C.        | —             | —            | —           | —           | 93   | 500g  | Potassii permanganas           | 2 8          | 0 9         | 0 2         |
| 147   | 500g  | Ferri et ammon. citras ...     | 4 2           | 1 3          | 0 4         | —           | 126  | 100g  | Procain. hydrochlor. †S1       | —            | 4 7         | 1 1 0 3     |
| 53    | 500g  | Ferri sulphas pur. gran. ...   | 1 6           | 0 5          | —           | —           | 150  | 500g  | Pulv. cretæ aromat. B.P.C.     | 4 3          | 1 3         | 0 4         |
| 93    | 500ml | Glycerinum ...                 | 2 8           | 0 9          | 0 2         | —           | 60   | 25g   | Resorcinaol ...                | —            | 7 6         | 1 10 0 5    |
| 192   | 500ml | Glycer. pepsin. B.P.C. '49     | 5 6           | 1 7          | 0 5         | —           | 504  | 500g  | Rheum pulv. ...                | 14 5         | 4 2         | 1 0 0 3     |
| 126   | 21    | Glycer. thymol. co. B.P.C.     | 0 11          | 0 3          | —           | —           | 46   | 500g  | Sapo mollis ...                | 1 4          | 0 5         | —           |
| 146   | 25g   | Hydragr. ammon. †              | —             | 18 3         | 4 5         | 1 1         | 63   | 2k    | Sodii bicarb. pulv.            | 0 7          | 0 2         | —           |
| 234   | 1g    | Hyoscin. hydrobrom. †S1        | —             | 3 8          | per 100 mg  | —           | 99   | 500g  | Sodii bromidum                 | 2 10         | 0 10        | 0 2         |
| 84    | 500ml | Inf. aurantii conc. B.P.C.     | 2 5           | 0 8          | 0 2         | —           | 72   | 25g   | Sodii iodidum                  | —            | 9 0         | 2 2 0 6     |
| 84    | 500ml | Inf. gentianæ co. conc. ...    | 2 5           | 0 8          | 0 2         | —           | 60   | 500g  | Sodii posph. ...               | 1 9          | 0 6         | —           |
| 528   | 500ml | Inf. senegæ conc. B.P.C.       | 15 1          | 4 5          | 1 1         | —           | 171  | 500g  | Sodii salicylas ...            | 4 11         | 1 5         | 0 4         |
| 106   | 500ml | Inf. valerianæ conc., B.P.C.   | —             | —            | —           | —           | 200  | 500ml | Spt. ætheris B.P.C.            | 5 9          | 1 8         | 0 5         |
| 1095  | 5g    | Lachesin chlorid. B.P.C.       | —             | 3 5          | per 100 mg  | —           | 162  | 500ml | Spt. ætheris nit.              | —            | —           | —           |
| 116   | 500ml | Linct. codein. B.P.C. †S1DDI   | 3 4           | 1 0          | 0 3         | —           | 125  | 25ml  | Spt. aurantii co. B.P.C.       | 4 8          | 1 4         | 0 4         |
| 144   | 500ml | Linct. diamorph. B.P.C.        | —             | —            | —           | —           | 152  | 500ml | Spt. champor B.P.C. '59        | —            | 1 3         | 0 4         |
| 258   | 21    | Linct. scillæ opiate B.P.C.    | 4 1           | 1 2          | 0 3         | —           | 150  | 21    | Spt. chirurgicis B.P.C.        | —            | —           | —           |
| 156   | 500ml | Lin. aconit. meth B.P.C. †S1   | 1 10          | 0 7          | 0 2         | —           | 120  | 21    | Spt. meth. indust. ...         | 1 1          | 0 4         | —           |
| 156   | 500ml | Lin. aconit. belladon. et      | 4 6           | 1 4          | 0 4         | —           | 63   | 500ml | Spt. saponatus meth. B.P.C.    | 1 10         | 0 6         | —           |
| 132   | 21    | Lin. album B.P.C.              | 0 11          | 0 3          | —           | —           | 180  | 100g  | Sulphacetamid. sod †S4B        | —            | —           | 1 7 0 5     |
| 180   | 500ml | Lin. bellad. meth. B.P.C. †S1  | 5 2           | 1 6          | 0 4         | —           | 132  | 100g  | Sulphathiazol. B.P.C. †S4B     | —            | 4 10        | 1 2 0 3     |
| 264   | 21    | Lin. camp. ...                 | 1 11          | 0 7          | 0 2         | —           | 66   | 500g  | Sulphur præcipitatum           | 1 11         | 0 7         | 0 2         |
| 300   | 21    | Lin. methyl. salicyl., B.P.C.  | 2 2           | 0 8          | 0 2         | —           | 132  | 2k    | Sulphur sublimatum B.P.C.      | 0 11         | 0 3         | —           |
| 204   | 21    | Lin. saponis meth., B.P.C.     | 1 5           | 0 5          | —           | —           | 126  | 21    | Surupus ...                    | 0 11         | 0 3         | —           |
| 66    | 500ml | Liq. terebinth ...             | 1 11          | 0 7          | —           | —           | 144  | 500ml | Syr. aurantii B.P.C.           | 4 1          | 1 2         | 0 3         |
| 33    | 25ml  | Liq. adrenal. †S4B             | —             | 4 2          | 1 0         | 0 3         | 129  | 500ml | Syr. cocillanæ co. B.P.C.      | —            | —           | —           |
| 96    | 250ml | Liq. aluminii acetatis B.P.C.  | 5 6           | 1 7          | 0 5         | —           | 456  | 21    | Syr. codein. phosph. B.P.C.    | 3 3          | 0 11        | 0 3         |
| 53    | 500ml | Liq. amarant. B.P.C.           | 1 6           | 0 5          | 0 2         | —           | 180  | 21    | Syr. ferri phosph. co. B.P.C.  | 1 3          | 0 5         | —           |
| 96    | 51b   | Liq. ammon. fort. B.P.C. †     | 0 7           | 0 2          | —           | —           | 102  | 500ml | Syr. fcorum co. B.P.C.         | 2 11         | 0 10        | —           |
| 144   | 500ml | Liq. bismuth. e am. cit.,      | —             | —            | —           | —           | 264  | 21    | Syr. glycerophosph. co.        | —            | —           | —           |
| 42    | 500ml | Liq. formaldehyd. †            | 1 2           | 0 4          | —           | —           | 348  | 21    | Syr. hypoposph. co. B.P.C.     | 1 11         | 0 7         | —           |
| 114   | 21    | Liq. hydrogen. perox. 20       | —             | —            | —           | —           | 66   | 500ml | Syr. pruni serot. B.P.C. †     | 2 6          | 0 9         | 0 2         |
| 165   | 500ml | Liq. iodi aquos. ...           | 0 10          | 0 3          | —           | —           | 105  | 500ml | Syr. ribis nig. B.P.C.         | 1 11         | 0 7         | 0 2         |
| 92    | 500ml | Liq. iodi decolor. (meth.)     | 4 9           | 1 5          | 0 4         | —           | 96   | 500ml | Syr. rubi idæi B.P.C.          | 2 9          | 0 10        | 0 2         |
| 210   | 500ml | Liq. iodi fort. B.P.C. '58     | 2 8           | 0 9          | 0 2         | —           | 188  | 21    | Syr. tolutanus ...             | 1 4          | 0 5         | —           |
| 171   | 500ml | Liq. iodi mit. ...             | 6 0           | 1 9          | 0 5         | —           | 93   | 2k    | Talc. purif. ...               | 0 8          | 0 2         | —           |
| 92    | 100ml | Liq. iodi simp. B.P.C. '59     | 4 11          | 1 5          | 0 4         | —           | 132  | 2k    | Talc. purif. sterilised        | 0 11         | 0 3         | —           |
|       |       |                                | 11 6          | 3 4          | 0 10        | —           | 132  | 100g  | Thymol ...                     | —            | 4 10        | 1 2 0 3     |
|       |       |                                |               |              |             |             | 184  | 500ml | Vap. benzoin., B.P.C.          | 4 6          | 1 4         | 0 4         |
|       |       |                                |               |              |             |             | 96   | 500ml | Vap. menthol. et benzoin       | 5 3          | 1 6         | 0 4         |
|       |       |                                |               |              |             |             |      |       | (meth.) B.P.C.                 | —            | —           | —           |
|       |       |                                |               |              |             |             |      |       | Vap. menthol. et eucalypt.     | 2 9          | 0 10        | 0 2         |
|       |       |                                |               |              |             |             |      |       | B.P.C.                         | —            | —           | —           |
|       |       |                                |               |              |             |             |      |       | Zinci oxidum ...               | 1 6          | 0 5         | 0 2         |
|       |       |                                |               |              |             |             |      |       | Zinci sulphas ...              | 3 9          | 1 1         | 0 3         |
|       |       |                                |               |              |             |             |      |       | Zingib. Jam. pulv. ...         | 12 4         | 3 7         | 0 10        |



# Vads have started.

All 400 of them. National.

The Agfacolor Film

Beanie Hat deal is now  
being sold to the public-  
yes, RIGHT NOW.

Have you got a dispenser?

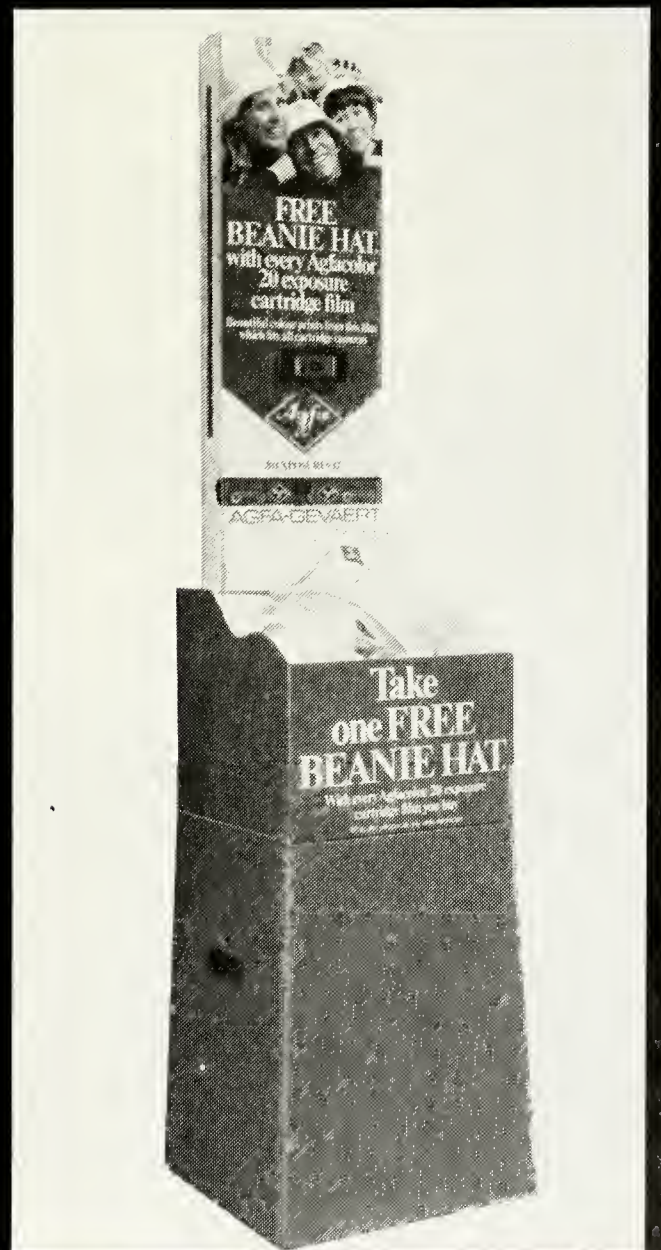
Have you got the extra  
10%? Are you ready for  
the inevitable demand  
from mums and kids?

If you want it  
phone

01-387 7628

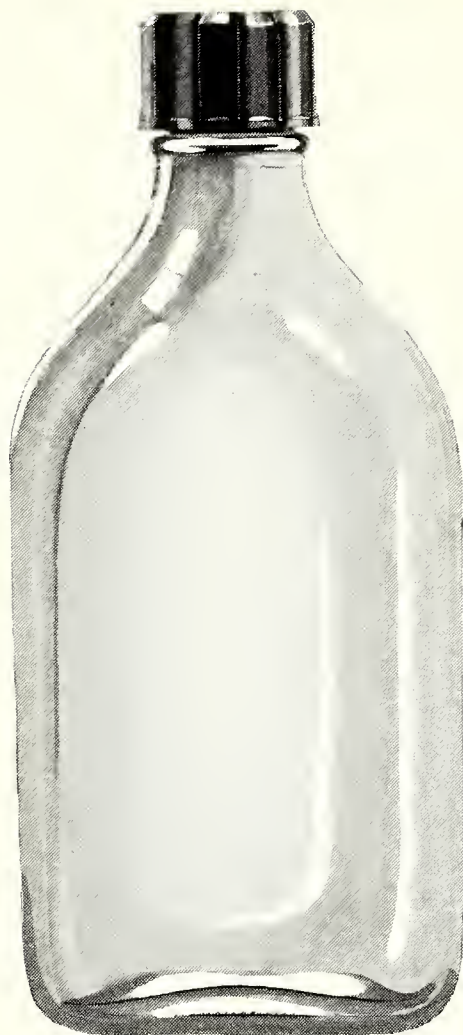


# ge Film at



AGFA-GEVAERT





# THE BEATSON METRIC MEDICAL

made to British Standard Specification 1679 part 6.

## WHITE FLINT

Made in sizes

50 ml, 100 ml, 150 ml, 200 ml, 300 ml, 500 ml.

\*R/4 medium deep caps available as follows:

- (a) Black plastic with woodpulp faced BK Steran liner.
- (b) White polypropylene wadless.

\*Packed in sealed cartons in quantities of

|                  |                    |
|------------------|--------------------|
| 50 ml — 12 doz.  | } neck size 22 mm. |
| 100 ml — 12 doz. |                    |
| 150 ml — 6 doz.  |                    |
| 200 ml — 6 doz.  | } neck size 28 mm. |
| 300 ml — 3 doz.  |                    |
| 500 ml — 3 doz.  |                    |



*From your Wholesaler*

*BEATSON GLASS CONTAINERS—clearly the best*

**BEATSON, CLARK & CO. LTD.,** ROTHERHAM YORKSHIRE Tel: 79141 Telex: 54329



# COMMENTCOMMENTCOMMENTCOMMENTCOMMENT

## A challenging week

It has been quite a week so far as pharmacy and the "drug scene" is concerned. The chief inspector of the Home Office drugs branch has said that for employees of firms handling drugs, there is a growing temptation to steal drugs for sale. He also claims that there is an increasing number of "bent" pharmacists.

Her Majesty's chief inspector of constabulary points to an increasing number of losses through thefts of drugs from pharmacies, and looks forward (perhaps with impatience) to the long-promised regulations to control security and storage.

And the doctors, at their representative meeting in Harrogate, have taken a positive step — they have agreed to follow the lead of their colleagues in Ipswich and to stop prescribing amphetamines except where they are specifically indicated.

The latter is a welcome move and, if followed by the rank-and-file members of the medical profession, it should help both the profession and the law enforcement authorities to identify more easily those "black sheep" whose activities create the biggest problems. However, we would ask doctors to take another leaf from the Ipswich book by discussing with pharmacists locally the procedures to be followed when the ban is imposed. The doctors need to know how long it takes to get emergency supplies from wholesalers or manufacturers in their particular area, and agreement should be reached on which products need to be kept in small quantities in the pharmacies. Pharmacists also need to know which doctors are imposing the voluntary ban!

A parallel move by pharmacists in Bradford seems to be paying dividends (p 25). They are reported to be refusing to sell chlorodyne and certain cough linctuses to "suspect" customers. The Central Contractors Committee has said that such action is best taken at local level — we hope the point will be noted in view of the doctors' decision.

If and when the reduction in amphetamine stocks at retail and wholesale level occurs, the anxiety of the police about their custody may be somewhat abated. There can be no method of protecting stock so effective as having no stock, and perhaps we might hope that the much-delayed storage regulations will be unnecessary when they do come to light. Obviously their compounding has proved more difficult than expected, because the former Home Secretary had been announcing their imminence for many months.

It is to be hoped that a decision will not be further delayed by the change of government.

Concerning the allegation that the number of "bent" pharmacists is on the increase, we do not believe that Mr Jeffery ever intended his remarks to be reported "in isolation" — unfortunately, only the national Press was invited to the Police Federation's conference and Mr Jeffery himself was not available to expand upon his comment up to the time of going to press.

We cannot recall any great numbers of pharmacists coming before the courts through being involved in the illegal supply of large quantities of drugs, and suggest that this is not a source to be compared with over-prescribing or theft. Indeed, we know that the Home Office inspectorate has a high regard for the integrity of the pharmaceutical profession, which has been faced with some difficult control problems since drug abuse reached its present alarming proportions.

## Turning the century

"In Bloomsbury Square, the house of the Society was surrounded by scaffold-poles, and the arrangements of the establishment were in a state of disorder and reorganisation . . ."

That quotation, although in some ways currently apposite, is taken from *The Progress of Pharmacy*, Bell & Redwood, and refers to the situation in 1860.

An earlier paragraph refers to the fact that the Council of the Pharmaceutical Society had been concerned with the arrangements connected with the editing of the *Pharmaceutical Journal*: "It had become necessary to consider what position it should occupy with regard to the opinions expressed in it editorially."

Although there have been many occasions when the *C&D* has not been entirely "in harmony" with the editorial views of its contemporary, we congratulate the *Pharmaceutical Journal* on its centenary as a weekly publication.

When the *C&D* itself went weekly in 1856, the editorial note explaining the change said: "Every member of the craft is the better for association with his fellows, and such association is only practicable in a regular way through the medium of the press." Except for the progress from craft to profession, these remarks are equally applicable to pharmacy today.

In congratulating the *Journal* on this occasion, we look forward to the greater prosperity of the profession we both serve.

## SPORT

**Irish Chemists' Golfing Society.** The four-day outing at Tramore recently attracted a record crowd. **Results:** Day 1: P. C. Cahill & Co Ltd prizes: Strokes, J. M. Dougan, Clonmel (11), 69; 2, J. Smyth, Dublin (15), 70; 3, P. Dennehy, Skibbereen (15), 70. Par, T. J. Lynch, Dublin (8), 1 down; 2, J. Casserley, Dunmanway (13), 2 down; 3, J. P. Burke, Dublin (12), 2 down; Best score on first nine holes K. A. Banks; on second nine A. Walsh. Day 2: Par, Con Collis prize; 1, D. Mulvey, Dublin (8), 2 down. Class A, 1, E.

O'Mahony, Drogheda (12), all flat; 2, E. Buckley, Tralee (12), 2 down; 3, T. Hogan, Dublin (10), 2 down. Class B, 1, P. F. Twohig, Dublin (14), 2 down; 2, J. Smyth, Dublin (14), 2 down; 3, M. Moloney, Limerick (14), 3 down. Class C, 1, T. Dempsey, Cork (18), 6 down; 2, W. Carvill, Dublin (22), 7 down; 3, M. Murphy, Dublin (23), 9 down. Day 3: Strokes 1, J. Fitzgibbon, Dublin (3), 68; 2, P. Coghlan, Carrick-on-Suir (14), 69; 3, E. Buckley (11), 71. Par, 1, J. Glynn, Cork (6), 1 up; 2, S. Carroll, Dublin (10), all flat; 3, T. Dempsey (16), 1 down. Handicaps (18 to 24), J. T. Foley, Dublin (18), 73. Best on first nine, K. A. Banks; second nine, F. O'Brien, Cork. Day 4 (Captain's Day) 1, J. Casserley (12), 40

points; 2, E. Buckley (10), 39 points. Class A, 1, D. Mulvey (7), 38 points; 2, F. O'Brien, Cork (9), and B. R. Smith, Dublin (10), 37 points; 3, R. Tierney, Dublin (8), 36 points. Class B, 1, P. Coghlan (13), 36 points; 2, A. Walsh (11), 35 points; 3, M. O'Shaughnessy, Dublin (13) and J. P. Burke (11), 34 points. Class C, J. P. Holland, Dublin (16), 38 points; 2, J. Burke, Cahir (14) and P. Dennehy (14), 37 points; 3, J. Kennedy, Portlaois (14), 36 points. Class D, 1, S. Byrne, Ferns (18), 37 points, 2, P. J. Hickley, Thurles (19), 35 points. Best gross score, J. Fitzgibbon, Dublin. Past Captains' prize, P. J. Morgan, Dublin. Best score on first nine holes, T. Hogan; on second nine, B. Cullen, Dublin.



# GRANULATION: THE MODERN APPROACH

by N. Pilpel, PhD., DSc

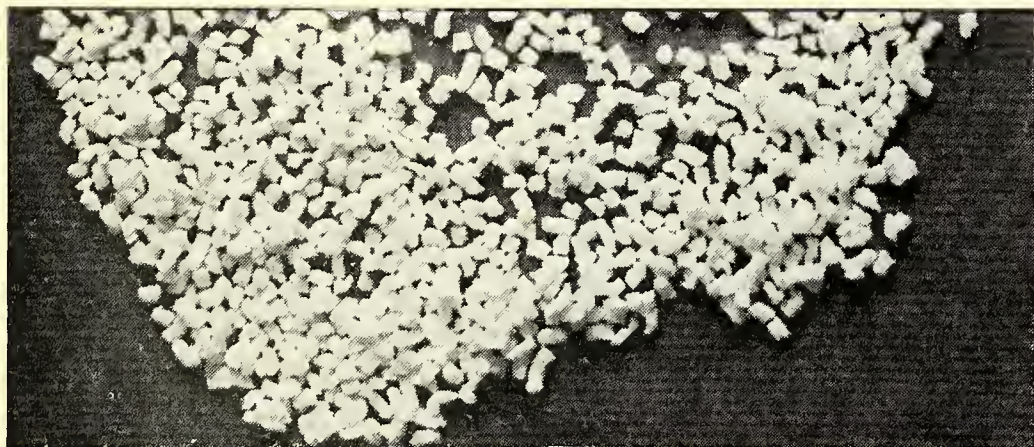


Fig. 1. Granules ready for tableting

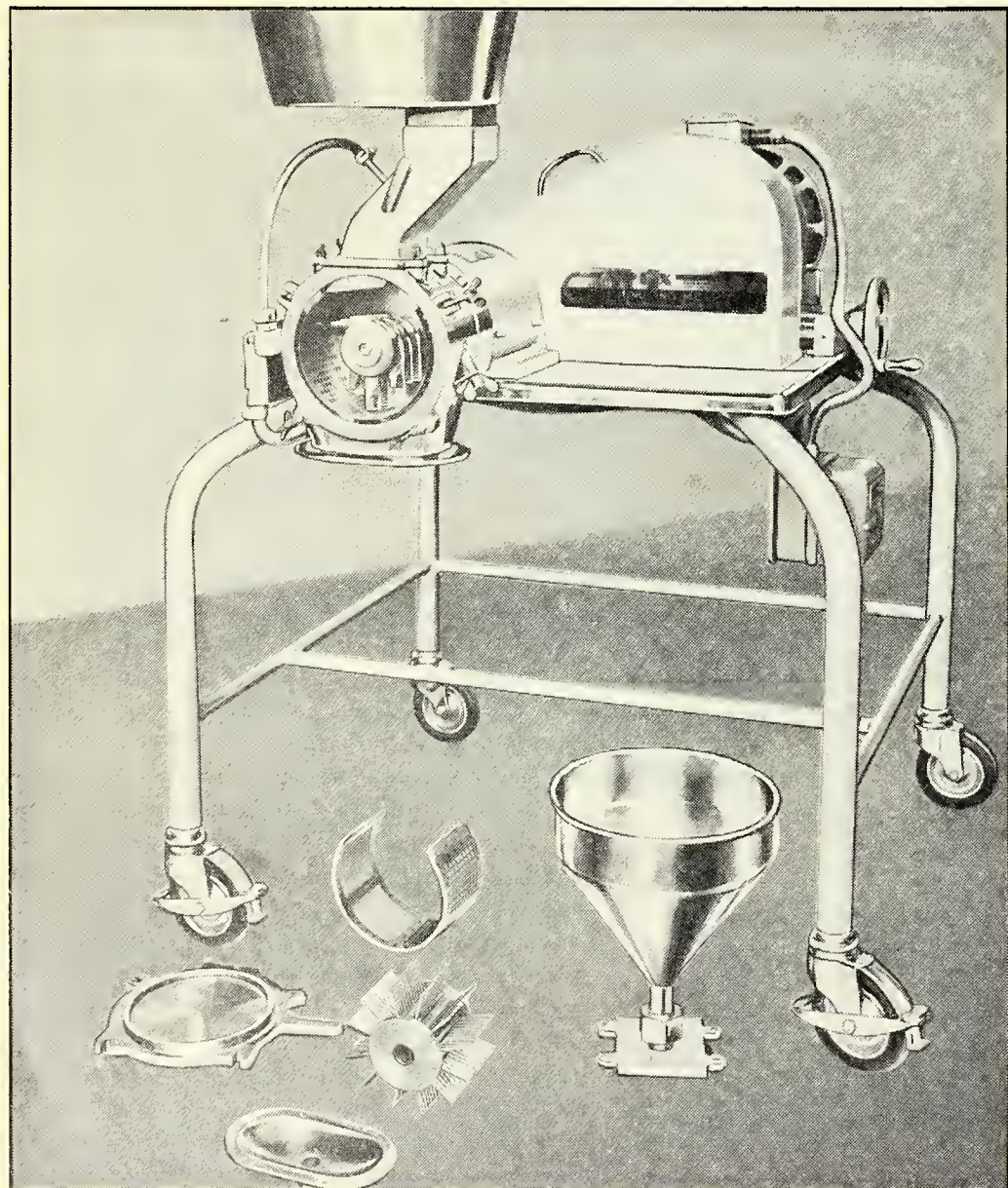


Fig. 2. Model 314 multipurpose granulator (Apex Construction, Ltd)

One of the chief purposes of granulation is to blend together an active drug with adjuvants in the correct proportions to form free-flowing granules, which are then fed into a tableting machine for compression into tablets. Nowadays such machines can be run at high speeds as described in a recent article by Mr K. W. Hargrove<sup>1</sup>.

There are of course other reasons why pharmacists and technologists working in the pharmaceutical industry and in hospital pharmacy require to granulate powdered drugs and excipients. For instance, formulations for filling capsules have to be prepared in a granular form to make them sufficiently free flowing not to cause blocking of the machines.

Most tablet formulations include diluents, such as starch and lactose, binders, such as acacia, and disintegrants, such as alginic acid. Lubricants, eg, liquid paraffin, are added to prevent the finished tablets from sticking to the punches and dies of the tableting machine.

Besides improving the flowability of powders, granulation overcomes problems of dustiness, which, with certain drugs, may otherwise become serious and constitute a health hazard. It improves the uniformity of the feed rate to the capsule and tablet machines and hence of the capsules and tablets produced. Additionally, it helps ensure that the composition of a capsule or tablet is not significantly altered from that of the original formulation as a result of segregation, or demixing of the individual components.

## Wet methods of granulation

The most widely-used method of granulation in hospital and industrial practice is the so-called wet method, in which the moistened ingredients are passed through an appropriate mesh screen and dried.

Details of the procedure vary from one formulation to another. Thus one drug may be blended with starch, then mixed with starch paste, the moist mass pressed through a 12 mesh screen, dried, sieved through a 16 mesh screen and finally dry mixed with about 1 per cent of magnesium stearate to act as a lubricant. Another might be blended with lactose, moistened with a binder of 2 per cent methyl cellulose in a 50/50 mixture of ethanol and water, pressed through a 16 mesh screen, dried, sieved through a 20 mesh screen and again dry mixed with the magnesium stearate lubricant.

Many of the larger pharmaceutical companies prefer to combine individual items of equipment, such as the mixers, screens, driers etc, to meet their own particular requirements, but for smaller scale work in hospitals and development laboratories, it is often considered advantageous to purchase a commercial granulator in which the mixing, screening and drying may all be achieved in the one machine.

Fig. 2 shows a typical commercial machine<sup>2</sup> capable of wet granulating between 20 and 200 lb of material per hour, the amount depending primarily on the physical and chemical characteristics of the material and the screen size required.

Recently Eli Lilly & Co have developed the Marumerizer machine (C&D December 13, 1969, p 521) which is claimed to



produce spherical granules with excellent flow properties.

Several other modifications have, at various times, been proposed and used for the wet granulation of pharmaceutical materials. A schematic diagram of the Unimix Universal Mixer<sup>3</sup>, which has a capacity of about 500 litres, is shown in Fig. 4. Basically the equipment consists of a jacketed stainless steel pan and a rotating arm with nylon blades for scraping the inside of the pan. This is covered with a vacuum tight lid and provision is made for introducing the granulating liquid and for applying heat and vacuum for dry-

ing the granules produced. After charging the pan with the ingredients and mixing them in the dry state, the granulating solution is added and then heat and vacuum are applied whilst continuing to stir until the granules have attained the requisite size.

Another method is to rotate the powdered ingredients in an inclined tablet coating pan, dish or similar vessel whilst spraying in small amounts of a granulating liquid, such as starch paste, or aqueous Plasdane (polyvinyl pyrrolidone) or gelatin solution<sup>4</sup>.

In the first, or nucleation, stage the

tumbling action causes the particles to come together with coalescence of the liquid layers on their surfaces to form pendular bonds. Further tumbling consolidates the loose, three-phase nuclei, Fig. 3 a, and 3 b, into two-phase nuclei, held together by capillary bonds, Fig. 3 c. In the next stage, termed the transition stage, these nuclei begin to grow, either by forming more pendular bonds and adsorbing single particles on their surfaces, or by combining with adjacent nuclei and being moulded together. Both processes produce large numbers of relatively small granules, which then proceed to grow to the size required by a variety of mechanisms, fully described elsewhere<sup>5,6</sup>.

Rumpf and others<sup>7,8</sup> have developed mathematical equations for calculating the strengths of individual pendular and capillary liquid bonds between particles in a granule. In theory it might be possible to use these to predict the tensile and breaking strengths of the finished granules. However, in practice the problem is complicated by the fact that the formulated granules contain binding agents, which harden on drying.

In addition, some of the more soluble components of the mix tend to crystallise and form strong crystalline bonds between adjacent particles. As a result, it is always necessary to carry out friability, crushing and similar tests<sup>4</sup> if reliable assessments are to be made of how satisfactorily the granules will withstand transportation and general handling and how readily they will break down under compression to form tablets.

There are certain tablet formulations for which wet granulation with water cannot be employed<sup>9</sup>. Soluble aspirin, which contains calcium carbonate plus anhydrous citric acid to make the tablets effervescent, is granulated with a non-aqueous liquid, eg, ethanol. Effervescent potassium granulations may be prepared similarly, or by a dry process, in which a mixture of potassium bicarbonate and acid tartrate, citric acid, sucrose and saccharin sodium, is first compressed into large tablets and then broken down into granules of the required size.

### Other methods of granulation

In recent years, some attempt has been made to introduce other techniques such as spray drying and fluidised beds for the preparation of pharmaceutical granulations<sup>10</sup>. But although technically satisfactory results have been achieved, the relatively high cost has, so far, prevented these methods being generally adopted.

### References

1. K. W. Hargrove. *Chemist & Druggist*, May 16, 734.
2. Apex Construction Co Ltd. Technical Bulletins 1968.
3. T. H. and J. Daniels Ltd, Stroud.
4. M. Ahmad and N. Pilpel. *Manufacturing Chemist & Aerosol News* 38 (1) 1967, 37.
5. D. M. Newitt and J. M. Conway Jones. *Transactions of the Institution of Chemical Engineers* 36 1958 422.
6. C. E. Capes and P. V. Dankwerts. *ibid* 43 1965, T116.
7. H. Rumpf. *Chemie Ingenieur Technik* 30 1958 144 and 329.
8. R. A. Fischer. *Journal of Agricultural Sciences* 15 1925, 529; 16 1926, 492.
9. British Pharmaceutical Codex. The Pharmaceutical Press, London 1968, 1275.
10. N. Pilpel. *Chemical & Process Engineering* 50 (7) 1969, 67.

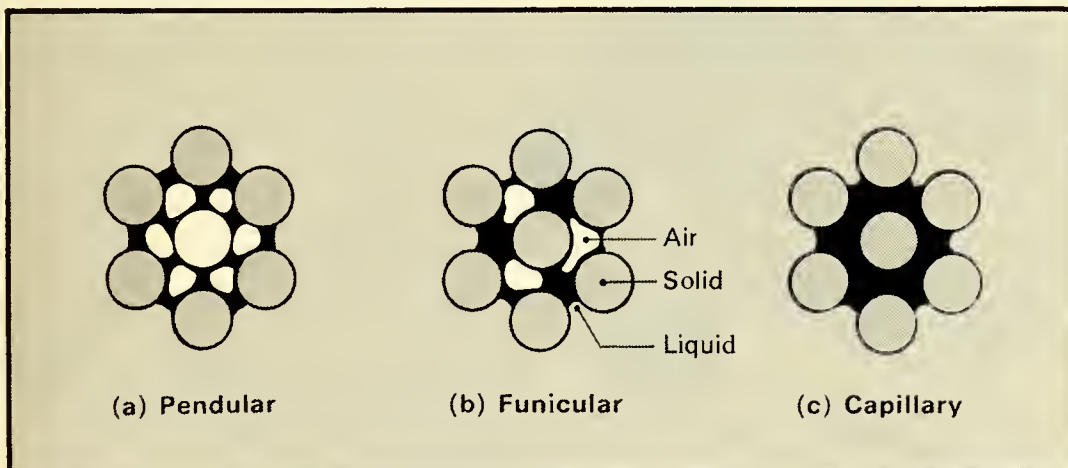


Fig. 3. Three states of water content for an assembly of spherical particles

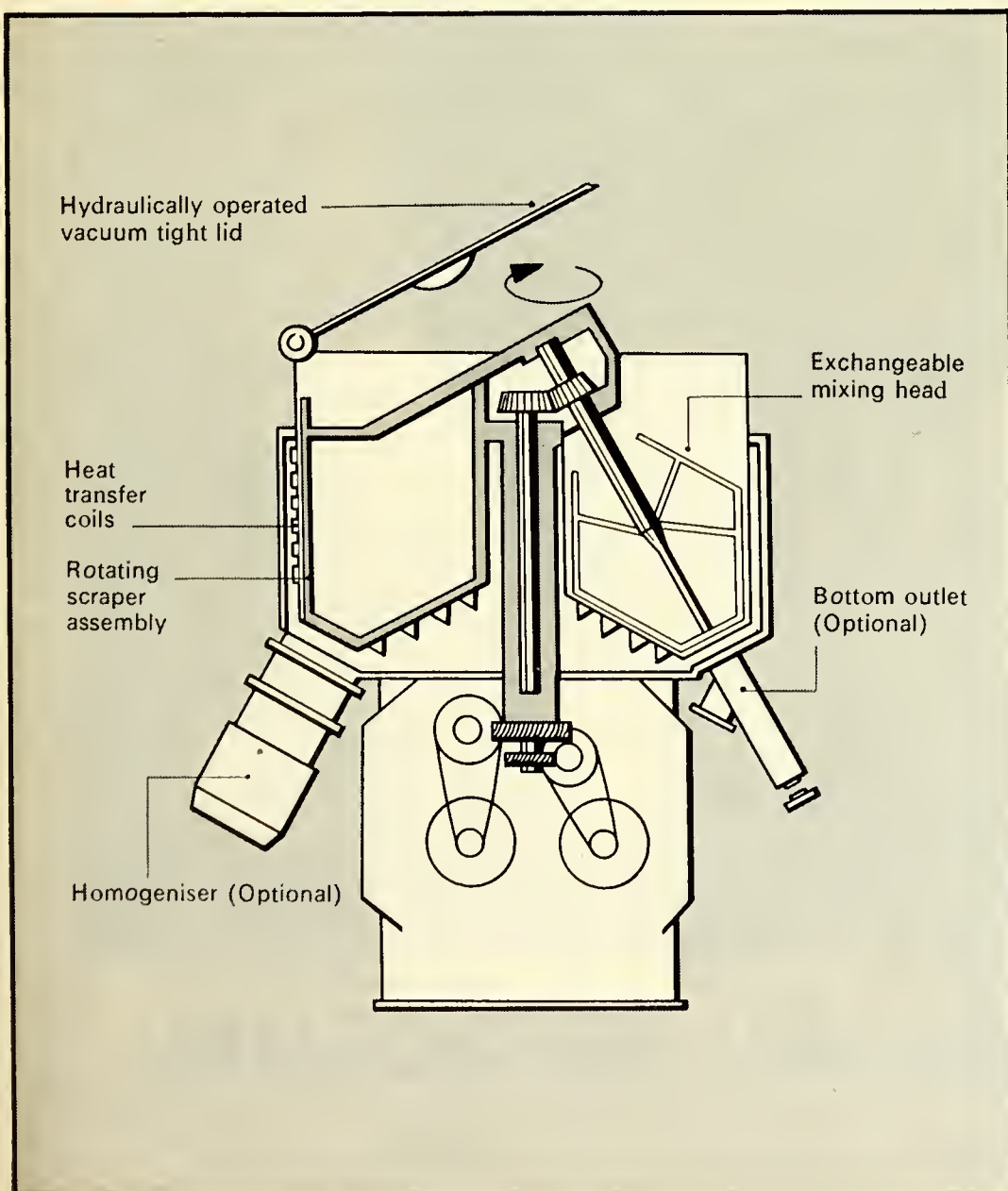


Fig. 4. Diagram of Unimix universal mixer (F. J. Stokes & Co)

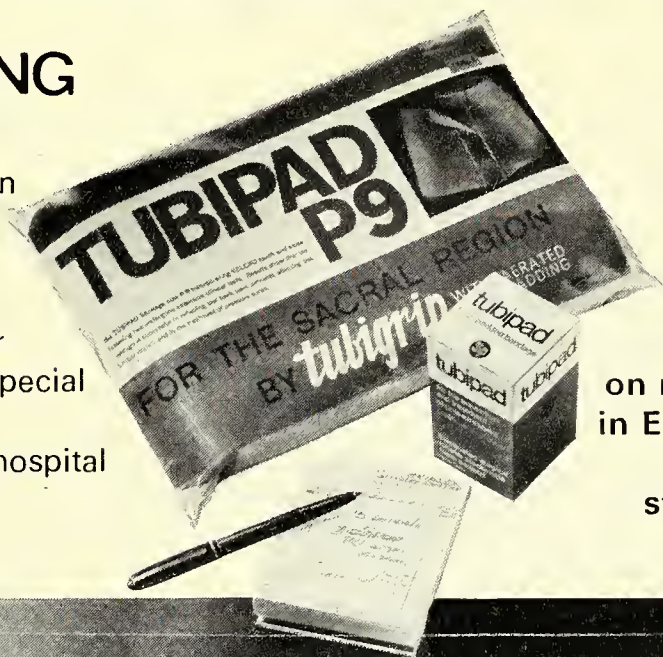


# Seton Tubipad

the ideal range of pressure relief-bandages

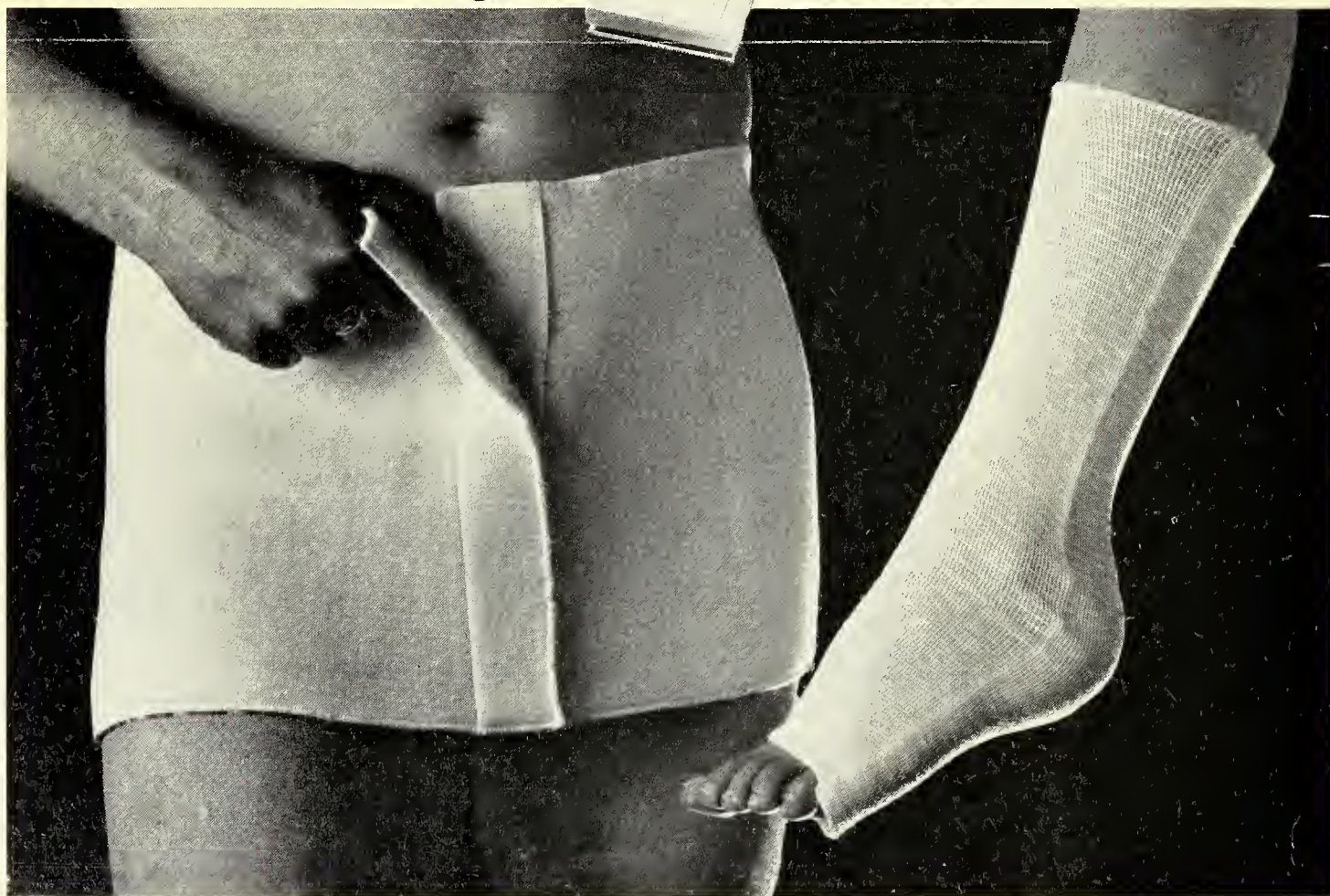
## ARE NOW BEING PRESCRIBED

From 1st June, doctors can prescribe TUBIPADS — the highly-effective combination of Tubigrip elasticated surgical tubular stockinette bandage and special foam padding. TUBIPADS have been in hospital use for 10 years,



for the prevention and treatment of pressure sores on heels and elbows; and the larger TUBIPAD Sacral Bandage, for the prevention of pressure sores on the buttocks.

Now that TUBIPADS are on regular NHS prescription in England and Wales, it will be to your advantage to stock the complete range.



For full, descriptive information, sizes, packs and prices, write to:



## BATEMAN-JACKSON

Tubiton House, Medlock Street, Oldham, Lancashire. Telephone: 061-652 2222 (5 lines) Telegrams: 'Tubiton' Oldham.

World distributors of specialised surgical dressings and appliances. A Member of the **Seton** Group



# LETTERS

## Society's fees

Not only do I strongly object to an increase in the Society's personal retention fee; but I think that it should be reduced to, say, £5 and the premises fee adjusted on a sliding scale proportional to the rateable value of the premises — it is ridiculous that a one-man pharmacy should have to pay the same fee as a huge pazaar, supermarket or department store.

If the proprietors of a giant emporium do not want to pay a huge fee they could build a wall round the pharmacy department and give it its own access to the street, thus qualifying it to be rated separately from the rest of the building.

**Raymond Hutchinson,**  
Harrow Weald, Middlesex

## Short supply

I have recently had a similar experience to that of Mr A. R. Stewart (last week, page 990) as regards shortage in original packs.

Not only did Messrs Warner write me a letter of apology but by separate post sent me a replacement of the capsules in question.

**Sylvia M. Cooper,**  
Weston-super-Mare

## Fair pay

The doctors have been offered basic increases from £800 to £1,400 per annum (I quote Mr George Brown). They have rejected the offer and I have little doubt that eventually they will get what they want, since no Government would dare raise the public outcry that must inevitably follow any serious interference with the "sacred cow" of NHS services.

It is not my intention to discuss the merits of the doctors' claim but it prompts me to ask why the pharmacist is always "left out in the cold."

Since almost all the other professionals who participate in the smooth running of the Health Service are "state paid" and therefore in a good bargaining position—I refer to doctors, dental surgeons, nurses and radiologists—it seems to me that the time has come when a scheme should be devised enabling all pharmacists in general practice, whether proprietor or manager, to receive a state salary with a generous minimum basic scale on a fixed annual number of prescriptions accompanied by a variable annual bonus based on the active number of prescriptions dispensed in the particular establishment.

In the case of an employee pharmacist, any additional salary paid to him by his employer should be open to negotiation and based on the retail, non-dispensing side of the pharmacy trade turnover.

There would, of course, be initial difficulties to overcome, but the adoption of

such a principle would greatly increase the bargaining power of the retail pharmacist and his true position as a salaried servant of a nationalised state enterprise would at last, be properly recognised.

**Cymru**

[The remuneration of general medical practitioners is not based on a "salary." There is a basic practice allowance, forming about a quarter of the gross "average" remuneration, to which is added capitation fees, supplementary night and weekend duty fees, special service fees, group practice allowances, etc.—EDITOR.]

## Clarification wanted

The article "Selling a Pharmacy Calls for Expertise" (C&D June 6, page 852) contains much sensible advice but also requires some clarification. There has been much written recently giving subjective views on the viability levels of retail pharmacies and this article is no exception. The phrase "a business making less than £3,000 pa net profit is virtually worthless as far as goodwill is concerned . . ." is typical of the loose phraseology used.

Although the implications are undoubtedly clear to the author they may not be so to less experienced, and often younger, ambitious potential proprietor pharmacists.

In the example quoted, the turnover (£25,000), net profit before proprietorial salary (£4,000) and total assets excluding property and goodwill (stock £5,000 plus fixtures and fittings of £1,000) are reasonable enough. The £600 return on an investment of the £6,000 in a "safe share" (*sic transit*, etc) on the Stock Exchange, or, alternatively, in freehold business property is clearly calculated as a 10 per cent gross return.

The length of time required to recoup the investment is not particularly relevant. The important points are the comparability of return on the investment and the relative risks involved. In this context, the £600 should not be deducted from the £2,000 real net profit (to leave the £1,400 quoted). The returns on investment to be compared are therefore the "safe" 10 per cent before tax with no earned income relief and the 33 per cent (£2,000 on £6,000) before tax which would be eligible for such relief.

It is also quite wrong, in any case, to deduct 41.25 per cent tax, less 2/9 earned income relief, from the excess real net profit of £1,400. If Experto Crede is attempting a P/E ratio, then he should define his terms clearly. The period of recoup should not be £6,000 divided by £900, but £6,000 divided by £2,000 less 2/9 earned income relief and tax at 41.25 per cent, i.e. 4.42 years not the calculated "nearly seven."

That this would be a worthwhile investment is, of course, by no means certain. If the business is a secure one and likely to continue profitably under new ownership then such a return is good. It would therefore justify the inclusion of goodwill in the assets. Assuming a norm of 40 per cent of turnover as a guide to the capital value of a business (purely a rule-of-

thumb) the goodwill would raise the capital investment to £10,000 and simultaneously reduce the return before tax to £2,000 on £10,000 (20 per cent).

On the other hand, if the business is insecure due to tolerable pleasantries such as slum clearance, supermarket competition or leap-frogging, then the goodwill would be considerably less or nil, and the high return of 33 per cent reflects the "risk" of the situation.

Experto Crede will appreciate that I have somewhat simplified the complications and factors to be considered in any individual transfer. I realise that he likewise, was working in limited and valuable column inches. In writing this letter, I have no doubt Experto Crede, the author, will turn out to be one of my friends who has spent many years studying the fundamental problems, who will reply vigorously through your courtesy and the medium of your columns; who will write privately to me in less polite tones and who will strike me off his Christmas card list. I shall emigrate!

Alternatively our correspondence, private or otherwise, may be published in a paperback edition and be obtainable from most booksellers of indifferent reputation.

**T. G. Booth**  
Pharmacy Practice Research Unit,  
University of Bradford

## Acne treatments

You have reported the criticism contained in the July issue of *Focus* of the makers of acne treatments (June 27, p. 973).

Simple Soap is not an acne treatment and does not contain or claim to contain any active ingredient. Simple soap is in my opinion wrongly joined to those products, most of which receive an unfavourable criticism in *Focus*. Simple Soap is used in the skin departments of hospitals as an aid in combating troublesome skins. It is not and never has claimed to be an acne treatment.

I feel that a pharmacist reading your report on the articles in *Focus* could get a wrong and unfavourable impression concerning our product.

**D. R. Williams,**  
Director, The Albion Soap Co Ltd

## Co-op careers

I would like to congratulate you on the series of articles in the issue June 6 on "Careers in Pharmacy."

However, I would like to point out what I consider to be a serious omission. In writing about careers in retail, especially mentioning multiples, there was no mention at all of Co-operative pharmacies as such. It is perhaps unnecessary for me to remind you that there are over 500 such pharmacies throughout the country and, although these are to a certain extent divided into a number of autonomous companies, they do provide a considerable opportunity for career-minded pharmacists.

**H. A. Bingham,**  
Superintendent Chemist & Director  
London Co-operative Chemists' Ltd





**The British Dyewood Company Ltd**  
 Head Office, 19 St. Vincent Place, Glasgow C1.  
 Tel: CENTral 4425  
 10 Victoria Street, Liverpool 2.  
 Tel: CENTral 5272

# VULFIX

## VULFIX SERVICE CHIN SHOWSTAND PARCEL No. 862

|      |          |              |              | <i>New Pence</i> |
|------|----------|--------------|--------------|------------------|
| VS/1 | 3-pieces | Pure Bristle | Retail 7/6d. | 38p.             |
| VS/2 | 3-pieces | Pure Bristle | " 9/6d.      | 48p.             |
| VS/3 | 3-pieces | Pure Bristle | " 11/6d.     | 58p.             |
| VS/5 | 3-pieces | Pure Bristle | " 12/6d.     | 63p.             |

W.S.P. 65/- (£3.25 new pence). P.T. 36 $\frac{3}{4}$ % 23/10d. (£1.19 new pence). Returns 123/- £6.15 new pence).

## VULFIX LONDON SERIES CHIN SHOWSTAND PARCEL No. 863

STRAND No. 405. 3-pcs. Pure Bristle. Retail 15/9d. (79p.)  
 BURLINGTON No. 406. 3-pcs. Pure Bristle. Retail 18/9d. (94p.)  
 MAYFAIR No. 403. 3-pcs. Bristle & Badger. Retail 21/6d. (£1.08)  
 GROSVENOR No. 404. 3-pcs. Bristle & Badger. Retail 26/6d. (£1.32)  
 W.S.P. 131/10d. (£6.59 new pence). P.T. 36 $\frac{3}{4}$ % 48/4d. (£2.41 new pence). Returns 247/6d. (£12.38 new pence)

FREE SHOWSTAND WITH EACH PARCEL

## PROGRESS SHAVING BRUSH (VULFIX) LTD.

PEEL ROAD . DOUGLAS . ISLE OF MAN  
 143 NEW BOND STREET . LONDON W.1

# aronde WILL TURN THE HEADS OF 11,000,000 WOMEN TOWARDS YOUR BEAUTY COUNTER

Aronde is launching a terrific new advertising campaign boosting their wonderful range of cosmetics and toiletries—and your profits! Aronde's fantastic T.V. Film will be shown on Southern Television for nearly 5 months! 29 spots which will boost Aronde's already unbeatable reputation and bring millions of women flocking to your beauty

counter. With 2 spots a night for the first two Sundays, and Saturdays and Sundays after that! And there's large scale press advertising too! In eight of Britain's most popular magazines — Honey, Hers, 19, Petticoat, Mirabelle, Rave, Fabulous 208, and Valentine! And in Nova big bright colour space.

Which all together will arrest the attention of some eleven million women! So watch out, your Aronde beauty counter will be invaded by women wanting to know more about Aronde's high quality products. Make sure by stocking up with Aronde's fabulous range of cosmetics and toiletries now!

# aronde

Aronde Laboratories Ltd., Sherbourne Avenue, Ryde, Isle of Wight.  
 Tel: Ryde 3761



# PROFESSIONAL NEWS

## A 'lack of leadership' by Society's Council

Dissatisfaction with the Pharmaceutical Society's leadership on the planning of pharmaceutical services and on rural dispensing, is expressed in a letter to the secretary and registrar from Buckinghamshire Pharmaceutical Committee.

The letter expresses the committee's "deep feeling of frustration and annoyance" that the Society cannot or will not give any help in planning the future pharmaceutical service for Milton Keynes new town.

It says that on numerous occasions the chairman, Mr W. P. B. Phillpotts, and other members of the committee, have approached officers of the Society on health centres in general, and Milton Keynes in particular. Since the general practitioner services for Milton Keynes will be from health centres, the committee felt that an official policy for the pharmaceutical service should be provided.

"However, as we understand it, the Society is unable to give any official advice at all in view of recent court judgments. This, we consider, throws an impossible burden on local pharmaceutical committees such as ourselves, who are literally given the task of planning the future of pharmacy in these areas. Our committee is doing its best, but feels the need for professional advice."

Referring to the first conference of the Society's Border region (*C&D* May 16, page 728), the letter says that the past-president of the Society (Mr A. Howells) saw three main ways in which a pharmaceutical service could be provided. These were from traditional pharmacies, from non-traditional or specialist pharmacies and health centres. A combination of all three was thought to be best to provide a service for the whole country.

"This can hardly be called a policy, and it is our contention that the future of pharmacy throughout the country would develop along any of these three ways depending on the decision of the particular local pharmaceutical committee. The committee consider that it is obvious from this report that the Council is not taking a firm enough action on the pharmaceutical service to be provided for health centres, or on the rural dispensing question."

Turning to rural dispensing, the letter says it is an issue that is continually on the agenda of committee meetings. "It is appalling to realise that at this moment a health centre is being built in Buckinghamshire which has incorporated in it a dispensary for a rural dispensing doctor, whilst at the same time a pharmacy is being built a few hundred yards away for a chemist contractor. Our committee is powerless to take any action. It is all the more annoying when it was reported that the Society/BMA working party had only been set up on March 19 of this year—nine months after the past Minister of Health's decision.

"The Committee considers that the lack

of leadership by the Council is causing grave doubts about the future of pharmacy for chemist contractors. The damage is being done now, and we earnestly implore the Society to tell us officially or informally (as appears to be their normal method of negotiation—re Society/BMA working party), what steps they are taking to ensure that chemist contractors have a future in pharmacy."

The committee recognises that the issue of rural dispensing is equally the responsibility of the Central NHS (Chemist Contractors) Committee and has sent a copy of the letter to the secretary, Mr J. Wright.

## Remuneration discussions under way

Preliminary discussions on chemist contractors' remuneration have begun between the Central NHS committee and the Department of Health — despite the fact that not all of the results of the costs inquiry have been received.

At the June meeting of the Committee, it was reported that renewed pressure was being applied by the Committee's consultants and the Department to the accountants of the pharmacies concerned. It was confirmed that the revised remuneration would apply retrospectively from January 1, 1970.

As a result of the discount claim lodged by the Committee in respect of the additional prescriptions dispensed during the influenza epidemic of December and January last, it was reported that an allowance of £117,000 would be made by the Department. During the epidemic, pharmacists had frequently been unable to obtain the normal larger packs of proprietary preparations and the total discount received from manufacturers had been less than usual. Discussions with the Department were in progress on the most acceptable method of apportioning the sum to contractors.

A report of a meeting between the secretary, Mr J. Wright, and two officers of the North-east London Pharmaceutical Committee was received. The secretary also reported the receipt of a letter from the secretary of the North-east London Committee. It was decided to consider this in detail after the Pharmaceutical Society's observations on the resolution on the contract passed at the Branch Representatives meeting were available.

The Committee considered a letter from

a pharmacist in Berkshire about the basis of payment for sterile acid boric solution supplied against NHS prescriptions. He regularly received prescriptions for ten 500 ml bottles which it was not practicable to dispense in the pharmacy. It was decided to make suitable representations to the Department that provision be made for reimbursement at the "bought in" price, plus the appropriate on-cost, fee and container allowance.

The secretary of London Pharmaceutical Committee was to be advised that the proposal that Pricing Bureaux notify contractors within 14 days of submission of the total number of prescriptions received each month would not be in the best interests of chemist contractors. Pricing procedure was such that the information was not available until pricing and accounting had been completed. The additional work would result in pricing arrears and delay in payment.

The Committee considered an inquiry from a Pharmaceutical Committee about the possibility of introducing a national intelligence service to forewarn pharmacists of unusual demands for medicines suspected of being purchased for the purpose of misuse. It was noted that pharmacists in Bradford had tackled the problem effectively in their own area by refusing to sell chlorodyne and certain cough linctuses to "suspect" customers. It was agreed that it was a matter for action at local level.

It was confirmed that local Pharmaceutical Committees had a right to be informed about, or to inquire into, any local health centre development; the office would assist contractors with such problems. The Committee was awaiting news of developments in the projected moves of the Gloucester and Swindon health centres.

## Rota services

Representations were to be made to the Department about reported delays in resolving a local problem about payments in respect of rota service. It was noted that the Department had agreed to representations made by a Pharmaceutical Committee, and supported by its Executive Council, that in certain of its areas, other than one or two chemist areas, the rota period be reduced to half an hour, with an appropriate reduction in the rota payment.

Correspondence with the British Standards Institute and bottle manufacturers about complaints from pharmacists regarding chipping of the pouring lips on metric medicine bottles was reported. It was noted that Beatson, Clarke had decided to introduce a modification which would strengthen the necks of the bottles, but still comply with the Standard.

Representations had been made to the Board of Trade about the legalisation of the 150mg and 15g weights and progress was reported to be satisfactory.

The contents of a letter from the Proprietary Association of Great Britain were noted and it was decided to ask that the Central Committee be invited to attend a forthcoming meeting to discuss approaches to the protection of young children from access to medicines.



**CREATED TO SATISFY  
DIFFICULT BABIES —**

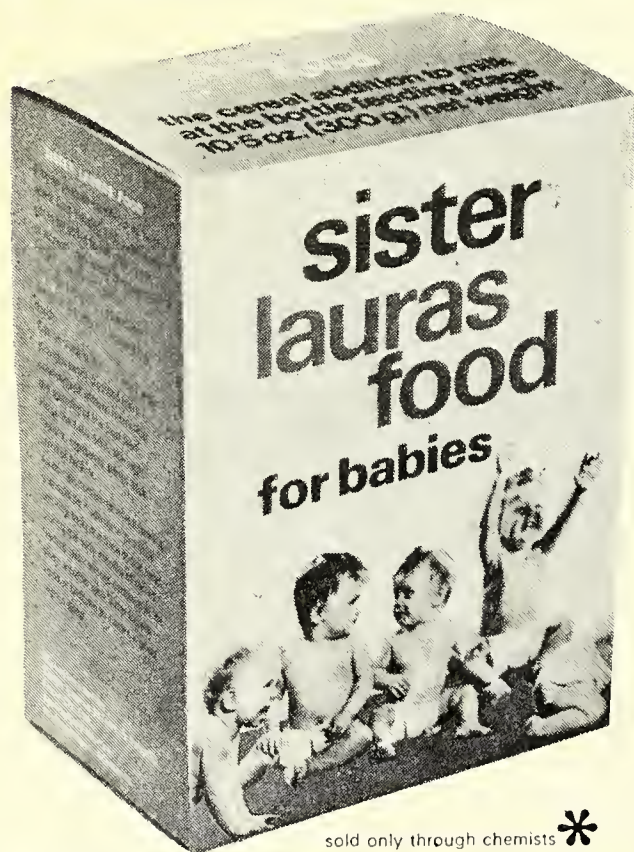
**But giving you**

**EXTRA  
PROFIT**

**in the process**

Mothers with restless, fretful, dissatisfied babies add Sister Luras Food to the fresh/dried milk or proprietary baby food they normally buy. The cereal content provides extra nourishment in easily digestible form encouraging quiet nights and happy days.

You—like thousands of doctors, nurses, clinics and chemists—can recommend it with confidence. You please harassed mothers—and the profit on the proprietary food PLUS the generous profit on each pack of Sister Luras pleases you—everybody's happier—and that's worth recommending. Available from all wholesale chemists.



**Sister Luras food for babies**

Manufactured since 1920 by Sister Luras Infant & Invalid Food Co. Ltd. Bishopbriggs, Glasgow.  
Distributing agents for the Republic of Ireland. May Roberts (Ireland) Ltd.

## FULLY-FASHIONED BABY PANTS

Packed in eye-catching cellophane-pack or colourful display-box. Elastic or taped legs. White, Pink, blue, yellow. Small, medium, large, extra-large. Samples and price-List. QUANTITY QUOTATIONS (Mfr'd. by)  
**A. & H. HEYMAN - HORNDON AVENUE**  
AYCLIFFE INDUSTRIAL ESTATE, Co. DURHAM  
Tel. Aycliffe 3307

## Methanol

**James Burrough Limited**

**Fine Alcohols Division**  
60 Montford Place London SE11

TRADE MARK **'VERLOG'** SURGICAL ELASTIC HOSIERY

Registered Brands: VERLOSHEER, VERLOFABRIK, VERLONET

All qualities approved under N.H.S.

BELSR, TRUSSES, SUSPENSORY BANDAGES, ETC.  
THOS. GLOYER & SON, LTD., CARLTON, NOTTINGHAM

Tel.: 248227 (2 lines)

Grams: Verlog, Nottingham



## The Triangle Trust helps people of the Pharmaceutical Industry

The Triangle Trust 1949 Fund is an independent charitable trust whose main purpose is to give assistance with education expenses or to relieve hardship or distress for people, and their dependents, working in the pharmaceutical industry in Britain and the British Commonwealth.

The Trustees will consider sympathetically any applications for assistance, beyond the scope of an employer's responsibilities, concerning education or training at recognised centres of study for general or special subjects, including music and the arts.

*For additional information, or to apply for assistance, write to:*

The Secretary, Dept CD  
The Triangle Trust 1949 Fund  
Clarges House, 6-12, Clarges Street  
London W1Y 8DH



# MARKET NEWS

## Pimento prices at peak level

London, July 1: The official price for Jamaican pimento was advanced by 35s on reports of a small crop, the harvesting of which is just commencing. Meanwhile Jamaican ginger is still not available. Pepper remained firm, the white Sarawak advancing by one penny lb on the spot.

Ipecacuanha was one shilling lb up for the Matto Grosso and 2s 6d up for the Costa Rican.

Easier were camphor powder (down 6d kg); podophyllum root (5s cwt) and turmeric for shipment (15s cwt).

Cape aloes was marked up by 10s cwt origin and spot rose by 5s.

Some of the new-crop buchu leaves recently landed have been found to be adulterated. This has resulted in the market remaining firm at a time when it normally would have ceased.

The only change in essential oil prices was a slight increase in citronella for shipment.

A Treasury Order, published as SI 1970 No. 934, effective July 2, temporarily exempts from import duty a number of chemicals and continues the exemption of a number of others for a further period. Among the latter are quinoline, sulphamide and sulphaquinoxaline.

## Crude drugs\*

**Camphor:** BP powder 35s kg; 29s 6d, cif.  
**Cinnamon:** Seychelles bark 265s cwt; 260s cif Ceylon quills (cif) four O's 8s lb, two O's 6s 6d; seconds 5s 1d, quillings 3s 10d.  
**Ginger:** (cwt) Nigerian peeled 595s, cif, split 380s spot; 370s cif. Jamaican not quoted. Sierra Leone 600s spot, 610-620s cif.  
**Ipecacuanha:** Matto Grosso 66s lb spot, 63s, cif. Costa Rican, for shipment 67s 6d lb cif.  
**Menthol:** (lb) Chinese 60s spot; 59s, cif; Brazilian 36s, spot, 35s 6d cif, for June-July shipment.  
**Pepper:** Sarawak white 4s 7d lb spot, 4s 5d, cif; black 3s 9d; 3s 7d, cif.  
**Pimento:** 805s cwt, cif, delivered weights.  
**Podophyllum:** *Emodi* 275s cwt, cif.  
**Seeds:** (Per cwt) **Anise:** Star 170s, Spanish green 245s. **Caraway:** Dutch 172s 6d. **Celery:** Indian July-August 445s, cif. **Coriander:** Moroccan 87s 6d spot; July-August 86s, cif. **Cumin:** Syrian July-August 230s, cif. **Dill:** Chinese 130s duty paid. **Fennel:** Chinese 95s (50-kg lots). **Fenugreek:** Moroccan 70s spot; shipment 60s, cif.  
**Turmeric:** Madras finger 275s cwt; for prompt shipment 205s, cif.

## Essential and expressed oils\*

**Almond:** Imported 13s kg spot.  
**Amber:** Rectified spot 2s 6d per lb.  
**Anise:** Chinese 15s lb spot, 14s 6d, cif.  
**Bay:** 60s spot.  
**Bergamot:** New crop top grade 88s lb.  
**Birch tar:** Rectified 16s lb spot.  
**Bois de rose:** Brazilian 39s kg spot; 37s, cif.  
**Buchu:** Nominal.  
**Cade:** Spanish 2s 10d lb, drum lots.  
**Cajuput:** Spot from 11s lb.  
**Camphor, white:** 7s kg, duty paid, 6s 6d cif.  
**Cananga:** Java 60s kg.  
**Caraway:** Spot 60s lb; English 80s.  
**Cardamom:** Indian 525s per lb English 1,930 kg.  
**Cassia:** 80-85 per cent; 19s lb.  
**Castor:** BP £200 ton naked ex mill.  
**Cedar:** Leaf 25s lb; wood African 7s 6d; American 13s 6d.  
**Celery:** Prices nominal.  
**Cinnamon:** English distilled 52s oz; Ceylon leaf 14s 6d lb; Seychelles leaf rectified 19s.

**Citronella:** Ceylon 6s 10½d per lb spot; 6s 8d cif. Chinese 9s 1½d spot, 9s 1d, cif.  
**Clove:** lb Madagascar leaf 11s 3d in bond; 11s 1½d cif. English distilled £16 kg.  
**Cod-liver:** BP (45-gal drums) 12s per gal; veterinary from 9s 10d to 10s 9d.  
**Coriander:** From 45s per lb spot.  
**Cubeb:** English distilled 100s per lb.  
**Cumin:** English from 120s lb; imported from 100s.  
**Dill:** BP 52s 6d lb spot.  
**Eucalyptus:** Chinese 80-85 per cent 12s kg in bond; 11s 6d cif for June-July shipment.  
**Fennel:** Spanish sweet 13s 6d lb.  
**Geranium:** Bourbon 110s lb.  
**Ginger:** (per lb) Indian 365s; Chinese 80s nominal; Jamaican 175s.  
**Juniper berry:** English 250s lb; imported from 30s.  
**Lavandin:** French 30-32% 24s lb.  
**Lavender:** French 40-42% 50s lb.  
**Lavender spike:** Spanish 24s 6d lb.  
**Lemon:** Spot from 35s lb; Sicilian 60s-75s./cif. as to quality.  
**Lemongrass:** 60s per kg spot; 51s 6d cif.  
**Nutmeg:** East Indian 45s lb; West Indian 80s; English distilled 125s.  
**Olive:** Spot, £335 per ton ex wharf duty paid. Spanish for shipment £285-290 metric ton fob; Moroccan-Tunisian, no offers.  
**Palmarosa:** 200s kg spot; 187s 6d, cif.  
**Patchouli:** Spot 28s to 30s per lb duty paid, shipment 25s to 27s 6d, cif according to quality.  
**Pennyroyal:** Spot 16s 6d lb.  
**Peppermint:** (Per lb) *Arvensis* Chinese spot 18s; 17s 5d cif. Brazilian spot 17s; 16s 8d cif. American *piperita* 35s 6d to 40s cif.  
**Petigrain:** Paraguay Spot 19s lb; 18s cif.  
**Pimento:** Leaf spot 25s to 30s lb; berry 32s 6d.  
**Pine:** *Pumilonis* 15s 6d to 17s 6d per lb; *sylvestris* 11s; *abietis* 20s.  
**Rosemary:** Spanish 13s 6d; Tunisian 11s 6d lb, spot.  
**Sage:** Spanish 17s 6d per lb.  
**Sandalwood:** Mysore spot 285s kg. East Indian for shipment 270s, cif.  
**Spearmint:** American 52s lb; 34-35s, cif. Chinese spot 62s 6d per kg; shipment 61s cif.  
**Vetivert:** Bourbon, spot, 100s per lb.

\*Prices obtained by importers or manufacturers ex warehouse for bulk quantities.

# The touch of REAL Beauty



# Velouté

POWDER CREAM

In shades of Ivory, Natural, Ochre, Peach, Sungold, Apricot, Rachel.

## The ALL-IN-ONE Make up.

A complete  
modern beauty  
treatment.

FROM YOUR USUAL WHOLESALER  
OR DIRECT FROM

**DIXOR LTD.**

ST. LEONARD'S RD, MORTLAKE SW14

Recommended Retail Prices:

TUBES No 2 2/4 each (Trade 13/8 doz.)  
 TUBES No 3 4/- each (Trade 22/6 doz.)  
 PLASTIC JARS 7/- each (Trade 41/- doz.)



# CLASSIFIED

# TEL: 01-240 0855

## HOSPITAL APPOINTMENTS

**BARNET GENERAL HOSPITAL,**  
Wellhouse Lane, Barnet, Herts.  
**Senior Pharmacist**

Required in Group Pharmacy of Category V Hospital. Whitley Council salary plus London Weighting. Pleasant modern comprehensive pharmacy. Apply to Group Pharmacist.

**BOARD OF MANAGEMENT FOR  
GLASGOW WESTERN AND  
GARTNAVEL HOSPITALS.**

**THE GLASGOW EYE INFIRMARY,  
GLASGOW, C.3.**

Applications are invited for the post of Chief Pharmacist, Category III. This is a hospital with 116 beds and a large and busy Outpatient Department. (Salary Scale £1,786 - £2,372). Whitley Council Conditions of Service. Applications with the names and addresses of two referees to **Group Medical Superintendent, The Glasgow Eye Infirmary, 174 Berkeley Street, Glasgow, C.3.**

### LOCUM PHARMACIST

required. 5 day week. Salary £31.5.0d plus £1.15.0d London Weighting per week. Accommodation may be available in our Hostel in the West End. Post offers varied experience in a Teaching Hospital. Applications with full particulars and naming two referees to the

**Chief Pharmacist,  
St. Bartholomew's Hospital,  
London, E.C.1.**

## FOR SALE

**CIGARS AND WHIFFS**, up to 30% saving! Top brand discount service. Write for list and free voucher. **CIGAR PLAN, CD24, Havana House, Birmingham 20.**

## RUBBER STAMPS

Rubber stamps are an invaluable aid to busy people. We are able to make these at **extremely competitive** prices and simple stamps can be made **by return**. Please send for our price list and details to the

**Printing Department,  
A. BROWN & SONS LTD.,  
Perth Street West,  
Hull.**

**PRICE** ticket shelf edging white plastic  $\frac{3}{4}$  in. at 8d. ft., 1 in. at 9d. ft.  $1\frac{1}{4}$  in. at 10d. ft. Price tickets 14s. gross. Also full range of shop-fittings. Midlands Shop Equipment Co., Ltd., 179 Bromsgrove Street, Birmingham 5. Tel.: 021-602 1943

**SANDHILL PARK GROUP  
HOSPITAL MANAGEMENT  
COMMITTEE**

### CHIEF PHARMACIST

Category III, required to set up, manage and control a new Pharmaceutical Department on a Group basis for this widely scattered Group of Hospitals for the mentally handicapped. The successful candidate will be based at Sandhill Park Hospital, which is situated at Bishops Lydeard, Nr. Taunton, Somerset, but will be expected to visit hospitals at Flax Bourton, Frome and Shepton Mallet. Salary scale £1,786-£2,372, plus travelling allowance.

Applications, stating age, qualifications and experience together with names and addresses of two referees, to

**The Group Secretary, Sandhill Park Hospital, Bishops Lydeard, Taunton, Somerset, to arrive not later than 10th July, 1970.**

## MISCELLANEOUS

### BURGLAR ALARMS

To meet Insurance requirements.

New 24 hr. protection Systems give top Security even when you are trading! No deposits. No installation charges.

Phone nearest branch of

**RENT-O-LARM**

Getting bigger by being better

**London 01-346 6644  
Birmingham 021-444 5544  
Manchester 061-834 4446**

(Day and night answering.)

### LATEX PROTECTIVES

**CONTURE (Form-Fitting)**  
90/- gross (retail 5/- packet of 3)

**KORALLE Continental 45/-**  
box of 30 (retail 3/- each)

From your usual wholesaler, or c.w.o. for delivery by return:

**SUREX LTD.  
8 Edward Street, Blackpool  
Tel: 0253 20509**

**Northern Ireland Hospitals  
Authority**

**Western Hospital Management  
Committee**

### DEPUTY CHIEF PHARMACIST

Applications are invited from suitably qualified persons for the post of Deputy Chief Pharmacist IV, to undertake duties at hospitals in the West Tyrone area.

Salary scale £1,509 by seven increments to £1,930 per annum.

Applications giving full details of qualifications, experience etc. should be sent to the Group Secretary, Western Hospital Management Committee, Tyrone and Fermanagh Hospital, Omagh, as soon as possible.

## BUSINESS OPPORTUNITY

### TORBAY, DEVON

Large new shop. Opportunity for chemist on large new and developing estate. Excellent 21 year lease. Write Box No. 1650.

### Opportunity for Pharmacy & Chemist

in newly built suburban shopping precinct in West Riding, close to Leeds, Huddersfield & Wakefield. 7 year lease offered at £450 p.a. Finance available for fitting out if required. At present one pharmacy serves population of 9,000 and 5 doctors.

Apply Box No. 1663.

## WANTED

**WE WILL PURCHASE** for cash a complete stock of a redundant line, including finished or partly finished goods packaging, raw materials, etc. No quantity too large. Our representative will call anywhere. Write or telephone **Lawrence Edwards & Co., Ltd., 6/7 Wellington Close, Ledbury Road, London, W 11. Tel. Park 3137-8. C 140**

**WANTED:** Surplus cameras, enlargers, cine-cameras and projectors, photographic equipment of every description. Surplus and outdated film and paper, large or small quantities. Phone, write or call. **Spears (Dept. CD), back Watling Street, Shudehill, Manchester, 4. Telephone: BLACKfriars 9432 (5 lines), Bankers, Midland Bank, Ltd. C 613**

## AGENTS

**SALESMEN** presently calling on Chemists required to carry additional fast-selling line. (Home Brew Beers) Excellent terms. Write NOW to Box No. 1662.

**BARROW HOSPITAL  
BARROW GURNEY**

**Near Bristol**

**(405 Beds)**

### PHARMACY TECHNICIAN 1 or 2

required as soon as possible. Accommodation available for a single person if required. Applications to the Hospital Secretary from whom further details may be obtained.

### STUDENT PHARMACY TECHNICIAN

Applications are invited for a vacancy which will occur in September offering valuable and varied experience with full training facilities. Accommodation may be available in our Hostel in the West End. Further details available from the

**Chief Pharmacist,  
St. Bartholomew's Hospital,  
London, E.C.1**

to whom applications should be made naming two referees.

## TRADE SERVICES

### CAPSULES

We have surplus capacity to dry-fill hard two piece gelatin capsules. For details write Box No. 1604.

**STOCK OF ANY DESCRIPTION** purchased for cash. Immediate cash available and prompt decisions given. Wholesale, manufacturing and retail. Write or telephone **Astclew Purchasing Co. Ltd., 34 Pound Lane, Marlow, Bucks. Tel.: 062 84 4603.**

**WE PURCHASE** surplus and redundant stocks of every description especially packing material. Spot cash settlement. **Reliance Trading Company, 23-25 Charles Lane, St. John's Wood, London, N.W.8. Tel.: JUNiper 0701. C 599**

Please mention C & D when replying to advertisements.



**CLASSIFIED****TEL: 01-240 0855****BUSINESSES FOR SALE****ERNEST J. GEORGE & CO.**

(INCORPORATING JOHN S. THORPE &amp; CO.)

Chichester House, Tudor House, Gardale House,  
278/282 High Holborn, Bridge Street, Gatley Rd., Gatley,  
London, WC1V 7EZ Walsall, WS1 1EZ Cheadle, SK8 4AT Ches.  
01-405 7406/7 0922 28748 061-428 6718/9

**EMPTY PREMISES IN HARROW**, Middlesex. Lease to 1977 at £320 per annum plus rates. Price for benefit of lease £3,950. Premises were formerly pharmacy with turnover in region of £27,500 and should be scope for re-opening. (London Office).

**SURREY**. Excellent security of tenure, very low overheads, good living accommodation, easy hours, no rota. 21 year lease with first refusal on freehold. Double fronted premises, stockroom etc., garden, garage. Present T/O £10,780. Vendor retiring and offers at £250 for fixtures and fittings + s.a.v. Part payment considered. Might convert to drug store. (London Office).

**BRIGHTON DRUG STORE**. Well established business in town centre, heavy seasonal passing trade. Present T/O about £19,500. Double fronted lock up premises. Lease. Good agencies. Price £2,000 + s.a.v. (London Office).

**WORCESTERSHIRE**. High class toiletries and cosmetics. Drug store, formerly pharmacy, easily reconverted. Centre town site. Present T/O approaching £19,000. Long lease. For quick sale offered for stock and fixtures only estimated £5,000 and £4,000. (Walsall Office).

**ORRIDGE AND CO.**

**DACRE HOUSE,  
DACRE STREET,  
Tel.: 01-799 6433 (5 lines)**

**OXFORD**. Retirement. Family business in residential area. Turnover £17,000. Attractive shop. Living accommodation let to elderly couple. Freehold or lease at £600 p.a. Established 1934. Scope. Price required to include lease, goodwill, stock and fixtures only £2,250. Part payment terms considered. Sole Agents. Recommended.

**LONDON, N.12**. Middle class family business near doctors. Turnover last year £21,000 approx. NHS about 10,000 items produced over £5,000. Flat over sublet with garage and billboard. Premises held on lease at £1,750 p.a. Price: £2,000 for lease, goodwill and fixtures. S.A.V. Scope for increase.

**NORFOLK**. Middle and working class business with medicated wine licence and sub-P.O. Turnover last year over £26,000 excluding P.O. salary which approximates £1,800 p.a. Pharmacy net profit £3,124. NHS about 1,400 items per month. Living accommodation sublet. Rent of entire premises £675 p.a. Price of business £5,650 o.n.o. S.A.V. Sole Agents

**LONDON, N.16**. Old established middle and working class business close to doctors surgeries. Increasing turnover over £18,000 last year under management, of which £5,753 was from NHS dispensing. Living accommodation over. Freehold or lease. Price of business approximately £1,500 S.A.V. Part payment terms considered.

**WINCHESTER**

Well established drug store close to main shopping thoroughfare. Turnover £7,500 p.a. Price freehold £4,750 to include goodwill, fixtures and fittings. Apply: David Semon & Co., 7 Upper High Street, Winchester, Hants. Tel.: 5250.

**AGENTS****AGENTS WANTED**

already calling on Retail Chemists and Dispensing Doctors, to sell high quality Generic Tablets, in South Yorkshire, Derbyshire, and North Nottinghamshire. Keen prices and good commission. Reply:

Box No. 1655

National known Fashion Sunglass Company wishes to increase its marketing operations in London and the Home Counties. Companies or individual Agents having good live connections with Chemists, Department Stores, etc., should apply in confidence to Sales Director,

Box No 1661

Top men required calling on large multiples, wholesalers, cash and carry outlets for wide range of cosmetic products. Existing accounts handed over. Send details to:

**Seanka Ltd., 18 Beach Road,  
Lithampton, Sussex.**

Most areas available

**DISPENSING ASSISTANT** wanted for private (non-National Health Service) practice. Highest references. Box:—1645.

**MILLS CHEMISTS**

Due to continuing expansion there is a vacancy for a pharmacist manager at:

**ABERTILLERY.**

In addition there will be further opportunities arising in the **BRISTOL AREA.**

This is a developing company which offers an excellent salary, four weeks' holiday, contributory pension scheme.

Please apply:

**D. Leonard, M.P.S.,  
Mill Chemists,  
25-33 Cater Road,  
Bishopsworth, Bristol 3  
Telephone: Bristol 6686079**

**AGENTS**

London and S.E. England.

to carry fast selling lowest priced real hair false eyelashes on the market, allowing high margin for retailer. Generous commission and bonus.

**TREND (Beauty Aids) LTD.,  
136 Station Road,  
Edgware, Middlesex.  
01-952 6124.**

**SITUATIONS VACANT**

**EXPERIENCED MANAGER / MANAGERESS REQUIRED** for small packing unit of leading Manufacturing Chemists. Good prospects for right applicant. Apply Mr. Brown, G. O. Woodward & Co., 225 Putney Bridge Road, London S.W.15, or ring 870 0971.

**PHARMACIST REQUIRED** for branch at Dartford and to relieve during holiday, etc., at two other branches. Five-day week. — Apply Superintendent Chemist, Dartford Co-operative Chemists Ltd., 93 Kent Road, Dartford, Kent. Telephone Dartford 23444.

**CHELSEA DRUGSTORE**

requires a young and with-it buyer for its cosmetics' boutique.

Tel.: Grahame Pierce at 730 9292

or write to the

**CHELSEA DRUGSTORE, 49 Kings Road, S.W.3.****MERCK SHARP & DOHME LIMITED****Assistant — Clinical Supplies Laboratory**

We wish to appoint an assistant to the Supervisor Pharmacist, Clinical Supplies Laboratory.

His studies will include stock control of medicines destined for clinical studies and associated packaging materials; to keep accurate and legible records and undertake regular stock checks.

The person appointed should appreciate scientific matters and have experience in the pharmaceutical industry or hospital pharmacy. Initial training will be given, thereafter he should be able to work without close supervision.

This is an excellent opportunity for a man to join a busy pharmaceutical research laboratory.

Please apply: **The Personnel Manager,  
Merck Sharp & Dohme Limited, Hoddesdon,  
Hertfordshire. Telephone: Hoddesdon 67123.**



**CLASSIFIED****TEL: 01-240 0855****HOSPITAL APPOINTMENTS****SOUTH WEST METROPOLITAN  
REGIONAL HOSPITAL BOARD**

in co-operation with the

**UNIVERSITY OF SURREY**

The Board offers special training posts as BASIC GRADE BIO-CHEMISTS with the opportunity to study for an M.Sc. in Clinical Biochemistry.

Posts are available from 1st October, 1970, for a 2-year sandwich M.Sc. course at the University. In the case of fresh graduates a **good** Honours degree, e.g. Biochemistry or Chemistry (or its equivalent) is essential.

During the parts of the course spent away from the University, students would work in a specified hospital laboratory in the area of the Board. Salary would be at the appropriate point on the scale commencing £1,134 p.a., with annual increments to £1,423 p.a. plus London Weighting Allowance where applicable. The Board will contribute to travelling expenses. Before the issue of the Certificate of Proficiency the successful candidates should be prepared to serve within the Region for a further year after the completion of the two years' hospital attachment.

University application form together with the Post-graduate Prospectus, and separate Regional Hospital Board application form, obtainable from the Academic Registrar, University of Surrey, Guildford. Applications must give past examination grades.

Closing date for applications 17th July.

**COURSES**

City of Leicester Polytechnic

SCHOOL OF PHARMACY

**DIPLOMA IN  
APPLIED PHARMACOLOGY**

This course is designed for pharmacists who wish to extend their knowledge of basic pharmacology to the study of the effect of drugs on diseased tissues and organs; it will be of particular interest to those pharmacists in industry who experience a need for a greater understanding of human diseases and their treatment by drugs.

Commencing 22nd September 1970, the course will be provided on two consecutive days each week (Tuesdays and Wednesdays for the 1970/71 Session) and will extend over two academic sessions. Part of the course will be arranged at local hospitals under the supervision of medically qualified staff.

The entrance requirement is possession of a qualification acceptable for registration as a Member of the Pharmaceutical Society of Great Britain. The special needs of those who have not received adequate formal instruction in basic pharmacology will not be overlooked.

The nature of the course strictly limits the number of enrolments.

Course fee: £9 12s. per academic session.

Enquiries should be addressed to:—

**Dr. B. J. Northover, Principal Lecturer in Pharmacology, School of Pharmacy, City of Leicester Polytechnic, P.O. Box 143, LEICESTER LE1 9BH. Tel: OLE 3 50181, ext. 271.**

**SHOPFITTINGS**

**SHOPFITTINGS** — Manufacturers of chemists fittings offer Special Terms to chemists opening or re-fitting in July, Aug. and Sept., willing to act as show installations for new range of display shelving, showcases, counters and check-out units. Usual H.P. facilities. Limited amount of three year rental available. Rocano Ltd., St. Paul Street, Bristol 2. Tel.: Bristol 40328.

**SPECIALIST** chemist fittings. Free brochure of system 80 modern modular units. Write to Olney Brothers Ltd., Northbridge Road, Berkhamstead, Herts. Telephone: 5417.

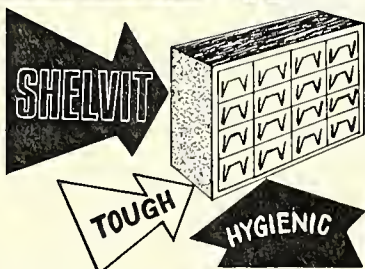
**SHELVIT**

\* **HYGIENIC** \* **TOUGH** \*  
**M. K. INDUSTRIAL CABINETS**

1001 uses in visual storage. Stove enamelled cabinet. Drawers in shatter-proof transparent styrene with handles and label slots. Can be stacked and wall mounted.

16 drawers 7½ in. x 11½ in. x 6½ in. £2 15 0  
32 drawers 14½ in. x 11½ in. x 6½ in. £4 17 6  
48 drawers 21½ in. x 11½ in. x 6½ in. £6 0 0  
Carriage paid. C.W.O. Despatch 7-10 days.

**SHELVIT,**  
30 Berkeley Street, Burnley, Lancs. Tel.: 0282 29355.



Our address for Box No. replies is  
**12 Dyot St London WCI.**  
**Tel: 01-240 0855**

**INDEX TO ADVERTISERS**

|   |       |
|---|-------|
| Agfa Gevaert Ltd .....                            | 16-17 |
| Albion Soap Co Ltd .....                          | PLS   |
| Allen & Hanburys Ltd .....                        | 1     |
| André Philippe Ltd .....                          | 14    |
| Aronde Labs. Ltd .....                            | 24    |
| Beatson Clark & Co Ltd .....                      | 18    |
| British Dyewood & Co Ltd .....                    | 24    |
| Burroughs Wellcome & Co .....                     | 2     |
| Burroughs Welicome & Co .....                     | PLS   |
| Cussons Sons & Co Ltd .....                       | 15    |
| DDSA Pharm. Ltd .....                             | PLS   |
| Dixor Ltd .....                                   | 26    |
| Glaxo Laboratories Ltd .....                      | 27    |
| Glover, Thomas, & Son .....                       | 27    |
| Heyman, A. & H. ....                              | 27    |
| James Burrough Ltd .....                          | 27    |
| Lastonet Products Ltd .....                       | 10    |
| N.P.U. Marketing Co Ltd .....                     | 4     |
| Progress Shaving Brush Ltd .....                  | 24    |
| Selpharm Labs. Ltd .....                          | 32    |
| Seton Products Ltd .....                          | 22    |
| Sister Laura's Infant & Invalid Foot Co Ltd ..... | 2     |
| Sun Alliance & London Insurance Group .....       | 31    |
| Worth Perfumes Ltd .....                          | 7     |



# Save tax now. Enjoy a pension later.

If you are self-employed, a Controlling Director, a Partner or in non-pensionable employment, your problem is not only one of comfort and security when you don't want to work any more – or can't – but of *now*, when the tax man cuts a swathe through your income.

The Sun Alliance & London Personal Pension Policy will provide you with a pension, a considerable part of the cost being met by tax savings.

- \* You save income tax and surtax on your premiums.
- \* Your premiums are invested in a fund which enjoys complete freedom from taxation on its investment income.
- \* When you draw your pension you will enjoy tax relief applicable to earned income.

*Example:* A man of 40 next birthday would pay an estimated net annual amount of only £280 – probably even less if suffering surtax – to secure an estimated net annual pension, including bonuses, of £2,000 from 65.

And here's a useful tip **there's still time to reduce your 1969-1970 tax bill—**

if you pay your first premium within six months of the final tax assessment.

Other advantages of our Personal Pension Policy are:

1. We can arrange for your pension to begin at any time between the ages of 60 and 70. If you are planning a gradual retirement we can cater for this too.
2. Before the pension commences, you will have an option to provide a pension for your wife should she survive you.
3. You can pay either level annual premiums, or if your income fluctuates – single premiums each year geared to rates then current.

Fill in the coupon for complete details. You'll be glad you did. When you settle your tax demands and when the time comes to take things easy.

Sun Alliance & London Insurance Group,  
Bartholomew Lane, London EC2.

Please send me full details of your  
Personal Pension Policy.

My age next birthday is \_\_\_\_\_

Name \_\_\_\_\_

Address \_\_\_\_\_



**SUN ALLIANCE  
& LONDON**

INSURANCE GROUP

Branch Offices throughout the U.K. ∞3.





## OBESITY IS A KILLER DISEASE

Obesity can lead to high blood pressure, diabetes and heart disease. It may worsen many other conditions.

Customers who ask for slimming advice should be encouraged to consult their doctor.

Diagnosis with Ponderax skinfold calipers is much more accurate than by weighing machine.



They also act as guide to the dosage of Ponderax required to produce an optimum effect, restore metabolic equilibrium, and reduce hunger. Ponderax (Fenfluramine) is a glycoliptic agent which produces substantial weight loss without the dangers of stimulation.

We shall be pleased to forward full information on request.



SELPHARM LABORATORIES LTD.,  
Percival House, Pinner Road, Harrow, Middlesex.

